

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 101

AUGUST 19, 1939

Number 8

THE VISKING
CORPORATION
presents
**STRIPPED
FOR ACTION!**



NEW SOUND FILM SHOWS HOW
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AND INCREASE PROFITS



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1. Do you know how to get uniform results in SKINLESS Production? *This New Film Shows How!*
2. Do you know how to save over 2c a pound in SKINLESS Production? *This New Film Shows How!*
3. Do you know that 32 feet of stuffed "VISKING" casing can be linked in 55 seconds? *This New Film Shows How!*
4. Do you know that you can average 100 pounds of stuffed and linked SKINLESS every 30 minutes? *This New Film Shows How!*
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Whether or not you are now making SKINLESS, this film means more profit for you. Your Visking Salesman will show the film to you and to your production and sales staff. It reveals how hundreds of packers and sausage makers in America and Canada are saving over 2c a pound in SKINLESS Production.

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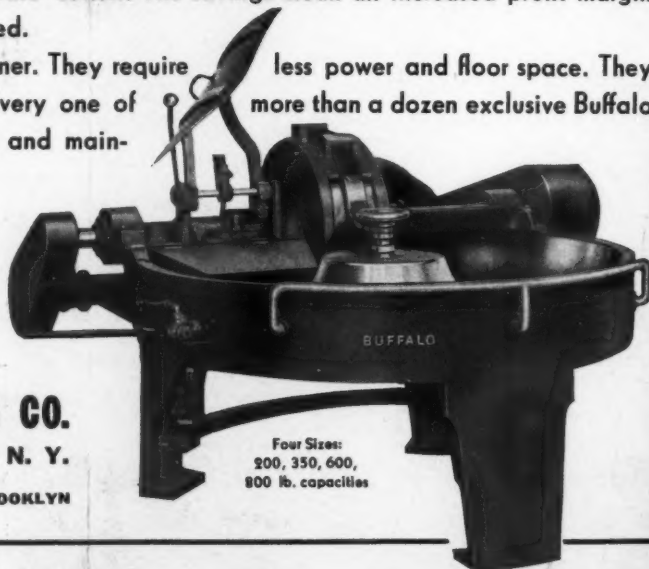


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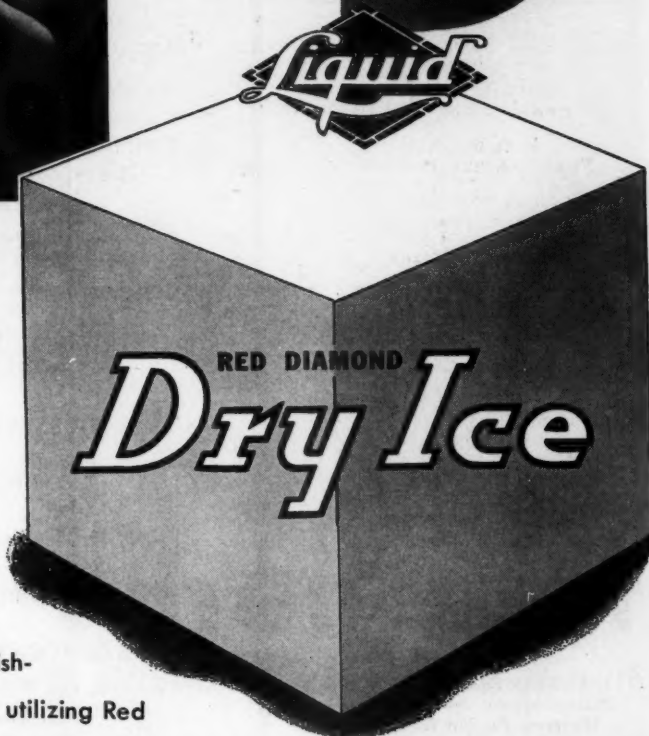
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The National Provisioner

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Daily Market Service (Mail and Wire)

"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

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will last longer, that will do better work and that will be more economical to operate and maintain than any other that may be offered.

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ESTABLISHED 1880 **QUALITY SAUSAGE MANUFACTURERS** CAPTION, OHIO

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BOSTON, MASSACHUSETTS

July 17, 1939

The Cincinnati Butchers' Supply Co.,
2145 Central Parkway,
Cincinnati, Ohio

Gentlemen:

Recently, in talking with your Mr. Sabean, mention was made that our plant is 100% Boss-Equipped, and that we have had in operation for more than three years a Boss Cutter, a Boss Grinder and a Boss Mixer. We assured Mr. Sabean that during this time the machines have given us the very best service, and he asked us to confirm this in a letter to you.

We are very glad to do it because we are 100% satisfied with your Boss Machines. They are in daily operation - running from 9 to 10 hours every day - and we have never had any difficulties with them. Not only do we find them most dependable as far as operation is concerned but also in assisting us in maintaining the high standard we have set for BALDU QUALITY SAUSAGE.

We sincerely recommend Boss Sausage Making Machines to other manufacturers and will be pleased to show our equipment at all times to any prospects you may have.

Yours very truly,

FRED W. BALDU COMPANY

William J. Farley

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Appearance and Flavor!

AND one definite way you can help to guarantee that popular appearance and flavor is to use Armour's Natural Casings. The reasons are simple.

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pearance . . . Eye-appeal that means sales.

And, finally, when you specify Armour's Natural Casings, you *know* you're going to get these advantages; because Armour's careful grading, standardization and excellence of finished product mean complete satisfaction for you . . . and your customers.

Add to that the advantage of truly prompt service, and you can see why we say, "Give your next casing order to your local Armour Branch House...it's the logical move for smart buyers."

ARMOUR'S NATURAL CASINGS

ARMOUR AND COMPANY • CHICAGO

THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries

AUGUST 19, 1939

NEW CAR ICING METHOD CUTS MEAT SHIPPING COSTS

By CHARLES T. LONGAKER*

A NEW method of using dry ice has been demonstrated as an effective and practical means of reducing transit costs and assuring better preservation of meat products during shipment in railroad cars. In its application to fresh meat shipments, dry ice is employed in proper combinations directly with water ice and requires no special dry ice bunkers or other appliances.

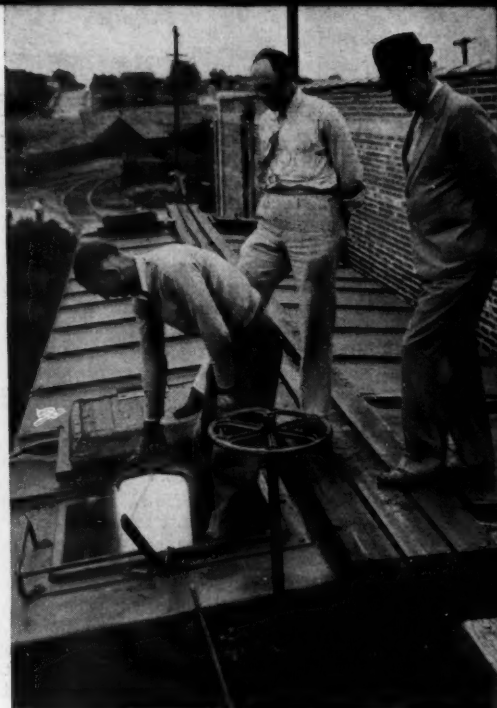
The new technique, developed by Liquid Carbonic refrigeration engineers for Southern shippers of green produce, was felt to have a definite value also in transportation of fresh meats by rail. Several packers became interested in this "wet ice-dry ice" plan and applied it to their shipping operations. Announcement of results was delayed, however, until the efficiency and economy of the method had been determined under extreme hot weather conditions.

Rail shipments of fresh meats under actual commercial conditions of every type have shown the following advantages in the "wet ice-dry ice" method:

Advantages and Savings

- 1.—Meat arrives at destination with bloom, color and quality preserved.
- 2.—Spoilage losses are reduced, especially in summer months.
- 3.—Transit icings are eliminated on trips requiring as long as fifth morning delivery.
- 4.—Depreciation of refrigerator car equipment is less, due to elimination of brine.

*Liquid Carbonic Corporation.



ICING A CAR OF FRESH BEEF

Dry ice being placed in bunker of car loaded with fresh beef from plant of Nebraska Beef Co., Omaha. Sam Jacobs of Nebraska company and Charles Borkenheim of Burlington Refrigerator Express watch operations.

5.—Savings of from \$5 to \$12 per car are effected in refrigeration costs.

Use of dry ice as an aid to better and cheaper meat shipments by rail has been approached in the last few years by gradual steps. Had THE NATIONAL PROVISIONER suggested five years ago, for instance, that use of salt in refrigerator cars was unnecessary for fresh meat shipment, many a packinghouse official would have shaken his head in disbelief.

Method Developed Recently

Had it gone on to state that rail shipments of fresh pork, lamb and beef could be made over periods of five days' elapsed time in standard cars without re-icing, or the use of salt, incredulous ones might have suspected that the "truth was being carelessly handled."

Now, however, the above practices are being applied every day by Midwestern shippers of fresh meat products. Not only that, but pre-cooling of empty cars for a day or so to get opening temperatures in the lower 30's before loading is gradually becoming recognized in some quarters as unnecessary.

Several of the large packers are initially icing their cars in the forenoon and the cars are loaded, sealed and in a fast train moving to destination by mid-afternoon of the same day. This is being accomplished, with consequent savings in both time and money, by the simple expedient of adding dry ice to the water ice in the regular bunkers of standard refrigerator cars.

Among recent recognitions of the value of CO₂

in the shipment of meat and other perishable products is the following statement by J. F. Nickerson, general secretary of the American Institute of Refrigeration:

"The successful application of gas (CO₂) storage for the preservation of perishable foods means the establishment of higher humidities in the storage room which, in turn, means less 'shrinkage,' elimination of surface microbial spoilage,* the possibility of higher temperatures for refrigeration, which means a lessening of storage costs, and the ultimate goal of better quality products. That a contribution of this magnitude will mean greater consumer acceptance and improved profits, there can be no doubt."

One of the large Iowa packers has recently made a contribution to lower transit costs. After exhaustive tests, the firm found it could obtain as low temperatures using a combination of wet ice and dry ice as by using the standard wet ice with 10 per cent salt. One important difference, however, was that this packer discovered he could get a faster pulldown using dry ice and wet ice than by using the brine mixture.

This step was important, for it gave

TABLE 1.—COMPARATIVE REFRIGERATION COSTS									
Wet ice and salt vs. wet ice and dry ice. Fourth morning delivery; summer schedule.									
INITIAL ICING			TOP OFF			TRANSIT ICING			ICING COSTS
Wet Ice lbs.	Salt lbs.	Dry Ice lbs.	Wet Ice lbs.	Salt lbs.	Dry Ice lbs.	Wet Ice lbs.	Salt lbs.	Dry Ice lbs.	
9000	...	...	1200	...	500	...	...	...	\$24.49
9000	900	...	1800	270	...	2800	470	...	\$32.00

the interior of the car a quick pulldown after the doors were closed. This resulted in better refrigeration at lower cost and left the car equipment free from corrosive action of brine formerly used to obtain satisfactory temperatures.

Messrs. Harry Davis and Ransom of John Morrell & Co.; Lohner of Swift & Company; J. J. Hoban of Hunter Packing Co.; Bob Gray of Geo. A. Hormel & Co., Van Buskirk of Merchants Despatch, Bangham and Borkenheim of the Fruit Growers Despatch and many others have contributed to the lore of modern car icing practice to make possible present unusual results—better refrigeration conditions at lower cost.

Tests have shown the following to

be the proper method of using the wet and dry ice combination:

Standard cars (not super-insulated) are iced with crushed ice and no salt to a height within about 18 in. of the inside ceiling line. The lading is placed in car. After the doors are closed and sealed, the full 50-lb. blocks of dry ice, with paper removed, are loaded through icing hatch on top of water ice. Crushed water ice is then used to top off bunkers before the cars are pulled.

Method of Using Dry Ice

The accepted formula for this type of car icing is:

For straight loads of fresh meat, either hung or boxed: 100 lbs. of dry ice for each day the car is in transit.

EXAMPLE: Third morning delivery, 300 lbs. of dry ice; fourth morning delivery, 400 lbs. of dry ice.

For mixed cars containing partly fresh meat, smoked products and canned cooked products which might be loaded at a temperature of from 65 to 75 degs. F., along with the fresh meat, 150 lbs. of dry ice are used for each day the car is in transit.

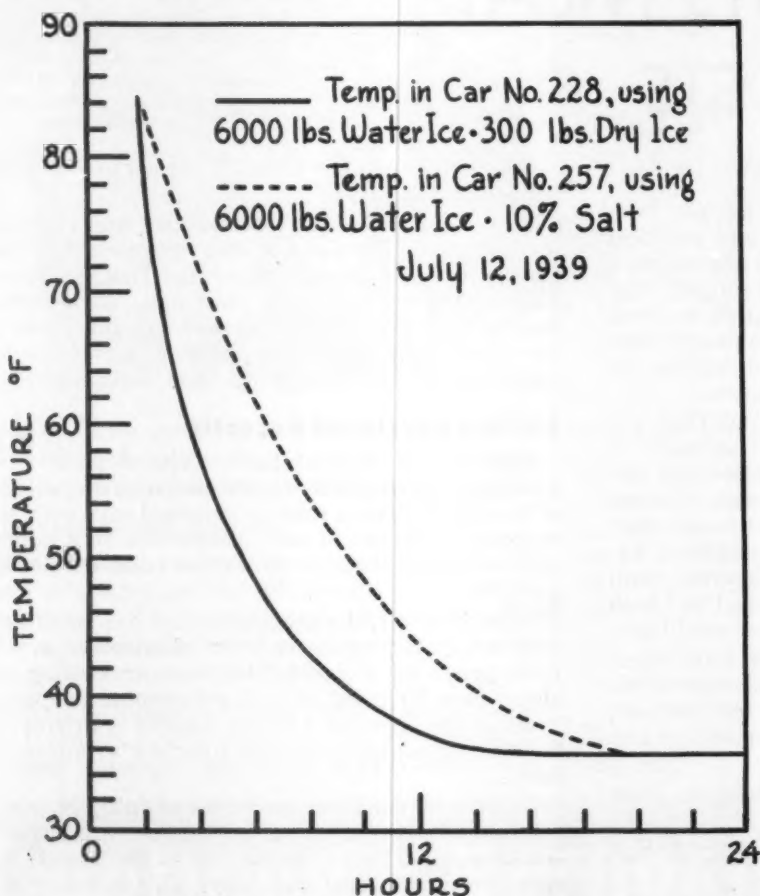
EXAMPLE: Third morning delivery, 450 lbs. of dry ice; fourth morning delivery, 600 lbs. of dry ice.

Action of wet and dry ice is: Dry ice with a temperature of minus 109 degs. F. lowers temperature of surrounding water ice from plus 32 degs. F. to a point ranging from minus 36 degs. F. to minus 40 degs. F. This intensely cold bunker area increases the natural circulation and hastens cooling. Evaporating CO₂ gas from dry ice builds up in sufficient concentration to retard bacteria growth. After dry ice has evaporated, car is down to temperature and this temperature is then held at a constant straight line thermometer reading for balance of trip.

Cost Comparisons

Accompanying curves show comparative rate of pulldown in a standard refrigerator car refrigerated with water ice and salt and in a similar car cooled with water ice and dry ice.

Comparative costs of refrigerating standard refrigerator cars for fourth morning delivery are shown in Table 1. Lading in both cases was practically identical. One car was refrigerated with water ice and salt and was re-iced once in transit. The other car was refrigerated with water ice and dry ice. No salt was used and the car was not re-



PULLDOWN RATES IN REFRIGERATOR CARS

This chart shows rates of pulldown in a car refrigerated with water ice and salt and in one cooled with water ice and dry ice. No salt was used in the car refrigerated by the latter method.

*CO₂ gas evaporating from dry ice is valuable in retarding growth of bacteria on meat. Bacterial action causes wet, slimy surface conditions. The CO₂ gas present gives a dry-feeling product with the bloom preserved on arrival.

iced. Saving in favor of the water ice-dry ice method was \$7.60.

A Mid-western packer who regularly ships mixed cars of product to California gives the following icing practices and costs, using water ice and salt and water ice and dry ice without salt, as typical. In former method of icing, 8,000 lbs. of water ice and 750 lbs. of salt make up the initial icing, and the cars are re-iced at Council Bluffs, Ia. Cost per car is:

TABLE 2.—COST WITH WATER ICE AND SALT

8,000 lbs. water ice @ \$4.00 per ton.....	\$16.00
750 lbs. salt at 75¢ cwt.....	5.63
Re-icing	8.00
Rule 340—replenishing service.....	32.50
Total	\$62.13

The initial icing, when water ice and dry ice are used, is sufficient to maintain required temperatures for the trip. Quantity of dry ice used may vary somewhat, depending on kinds of products making up the shipment. More dry ice will sometimes be placed in one bunker than in the other, particularly if fresh meats are loaded at one end of car. The following costs are typical:

TABLE 3.—COST WITH WATER ICE AND DRY ICE

8,000 lbs. of water ice @ \$4.00 per ton.....	\$16.00
600 lbs. dry ice @ 2½¢ lb.....	15.00
Total	\$31.00

The saving per car runs as follows:

TABLE 4.—REFRIGERATING COST SAVING PER CAR

Using water ice and salt.....	\$62.13
Using water ice and dry ice.....	31.00
Saving per car.....	\$31.13

Two carloads of fresh meat were

NO SPECIAL EQUIPMENT

Hunter Packing Co., East St. Louis, Ill., is a user of new wet ice-dry ice refrigerating method. This is one of the fleet of standard refrigerator cars operated by the company in which some of the facts given in the accompanying article were determined. No supplementary dry ice bunkers or special equipment are required in using the water ice-dry ice method.

HOW CARS ARE ICED

Standard refrigerator cars are iced with crushed water ice and no salt to within 18 in. of inside ceiling line. Lading is placed in car, doors closed and blocks of dry ice are placed in bunker. Bunker is then topped off with crushed water ice. For straight loads of fresh meat, 100 lbs. of dry ice are used for each day car is in transit.



shipped to the Eastern seaboard from the plant of the Hunter Packing Co., East St. Louis, Ill. One car—MDT 220—consigned to New York City, was refrigerated with water ice and salt; the other—MDT 221—with water ice and dry ice. A cost and icing record of these cars is shown in Table 5 at the bottom of this page.

The Hunter Packing Co. has been using the water ice-dry ice method of

refrigerating cars for some time. J. J. Hoban, traffic manager of the company, said recently that when dry ice is used in combination with water ice, the meats arrive in much better condition and with better bloom. "We do not have to re-ice in transit when we use 100 lbs. of dry ice for each day in transit. We have never had a claim or out-of-condition car when we have used dry ice in connection with water ice."

TABLE 5.—CAR REFRIGERATING COSTS FOR FRESH MEAT

MDT 220					MDT 221				
Description of Conditions					Description of Conditions				
Ice and salt refrigeration; lading, fresh meat; destination, New York City; loading temperatures (degs. F.): outside, 93, product, 37; unloading temperature (degs. F.): 44.					Water ice-dry ice refrigeration; lading, fresh meat; destination, Jersey City, N. J.; loading temperatures (degs. F.): outside, 89, product, 35; unloading temperature (degs. F.): 39.				
ICING AND COST DATA					ICING AND COST DATA				
Date	Water Ice lbs.	Salt lbs.	Dry Ice lbs.	Cost	Date	Water Ice lbs.	Salt lbs.	Dry Ice lbs.	Cost
7/14	6,800	340	...	\$16.15	7/14	6,000	120	...	\$12.90
7/16	4,600	230	...	10.82	7/16	2,400	...	384	12.48
7/17	1,400	112	...	3.70	7/17	...	...	...	...
7/18	1,200	96	...	3.15	7/18	...	...	...	...
7/20	1,200	144	...	3.52	7/20	...	...	...	...
	15,200	922	...	\$37.34		8,400	120	384	\$26.38



Point-of-Sale Advertising

Survey Reveals Much Material Is Wasted

PACKERS and sausage manufacturers have determined through long experience that point-of-sale advertising material is effective as a means of influencing consumer meat purchasing. Great quantities of this advertising are purchased annually by packers.

The retail food dealer accepts counter cards, window displays, posters, floor stands, counter racks, etc. more enthusiastically and uses this material longer when it is personalized—that is when it bears his name or the name of his store.

This is one of the interesting findings of a recent survey conducted by General Research, Inc., for the Embosograf Corp. of America. The survey was made among one thousand food and beverage manufacturers, who regularly distribute display material as a part of advertising and sales promotion programs, in an effort to determine the percentage of waste of this advertising and the principal causes of such waste.

Waste of Display Material

Popularity of the personalized display with the average retailer assumes unusual significance in view of further survey findings, General Research reports. Estimated waste on display material ranged from 10 per cent to over 75 per cent in the opinion of executives interviewed, who reported with actual figures which are summarized as follows:

Forty-five per cent of the executives placed waste at under 25 per cent; 42 per cent at between 25 and 50 per cent; 9 per cent at between 50 and 75 per cent, and 4 per cent estimated waste at over 75 per cent.

Reasons for waste revealed by the survey included a wide range of factors. One thousand advertising and display managers told in their own words the conditions which, in their cases, resulted in waste of carefully prepared display matter. When analyzed the principal reasons for waste fell into five broad groups, as follows:

Forty-eight per cent of these men said the retailer does not use dis-

play material; 20 per cent said display material is not always adaptable to local conditions; 12 per cent said too large quantities of material are ordered; 8 per cent said merchandising plans are changed, and 8 per cent said new advertising programs are planned and some material becomes obsolete before it is fully used.

Whether today's extensive use of counter cards, window displays, posters, display racks, and similar material will continue to increase was one of the questions asked. Eighty-seven per cent, or almost 9 out of 10 of the advertising and sales promotion managers questioned, believe the use of display material at point-of-sale has by no means reached the saturation level. It will continue to become an increasingly important part of advertising and sales promotion, they think.

Greater Use Expected

Seventy per cent of these men backed up their conviction with the statement that in their organizations dealer display programs for the coming year are being enlarged.

Although more and more manufacturers are increasing display activities, only 38 per cent of the organizations questioned at present employ display managers. In the majority of cases the advertising manager and his staff are responsible for the creation and execution of display material for use at the point-of-sale.



MAKES DISPLAYS WORK

This Birmingham, Ala., meat dealer makes effective use of point-of-sale material and his meat department illustrates close tie-up between such material and actual merchandise displays. Note pleasing effect of low display case and white enamel on meat block and the other equipment in this retailer's store.

How One Packer Gets Effective Use of Displays

GREATLY increased sales of sausage have followed steps taken by a Western packer to secure more effective use of point-of-sale material and development of an intimate relationship between such material and actual product displays. This has been accomplished by using crews of expert display men to set up and supervise use of the company's point-of-sale material, instead of permitting this important merchandising activity to languish under the rather haphazard methods frequently employed by dealers when packers do not follow through.

Display men employed by the company cover its territory in trucks which carry complete supplies of point-of-sale material, including advertising cards, window streamers, "clothesline hangers" and other items. Before the display crew arrives at a dealer's place of business, the packer salesman has already sold the dealer on the idea of point-of-sale material and laid the groundwork for display men's efforts.

Dry Sausage Promotion

Quickly and efficiently, the display crew sets up the material, tying it in effectively with the general merchandising program of the individual store. Members of the crew also instruct the dealer on getting the most benefit from the advertising with the proper type of merchandise display.

If possible, the crew supervisor sees that such a display is actually set up before he leaves the store. Gaining a close and dramatic tie-up between the two varieties of displays is one of the principal objects of this program. Typical display featuring an Italian sausage, using an atmospheric background of Italian grapes, wines and wine glasses, and a foreground of an opened package of the product, is used in connection with a reproduction of a plate containing garnished slices of the product, accompanied by an actual platter of the

(Continued on page 43.)

Pineapple Juice Used To Tender Casings on New Swift Frankfurts



PINEAPPLE JUICE BATH

Operator gives the new large frank a pineapple juice bath before smoking and cooking. The juice makes the natural casing as tender as the meat it contains. All traces of pineapple juice are removed during the smoking, cooking and spraying processes.

ability to act on other organic materials, "peptizing" the proteins and thereby softening the cell tissues.

The frankfurts are given a bath in a pineapple juice solution immediately after the natural casings are filled with the meat. Or, the links of sausage may be sprayed with a fine mist of the same solution (both methods are illustrated). After the frankfurts are allowed to hang for a sufficient time to permit the enzymes to do their work, the regular process of smoking in special ovens over hardwood fires is continued.

This smoking and the following steps of cooking, cooling, and spray washing remove all traces of the juice and its enzymes. The traditional flavor of the sausage remains without the slightest taste of the pineapple juice.

This improvement is expected to have considerable influence on the age-old art of sausage making—particularly that of the ever-popular frankfurts which is consumed in this country at the rate of more than four and one-half billion a year. For centuries, frankfurts and similar types of sausage have been encased in natural casings.

It is planned to have the new tender frankfurts—in the larger size—available to retail dealers very shortly.

BIG, juicy, tender frankfurts made with the aid of pineapple juice have been announced by Swift & Company as its newest contribution in the sausage field. The pineapple juice is used on the natural casing in which the product is stuffed, but is not used with the meat itself. So tender is the casing covering this large frank that it can be cut with a fork and eaten with the rest of the sausage.

Announcement of the new frankfurts was made this week by Dr. R. C. Newton, in charge of the research laboratories of Swift & Company, under whose direction the process was developed. Dr. Newton stated that many months of exacting research were required to perfect the new process, patents for which are pending.

Swift research workers discovered that the fresh juice of pineapples, when properly applied to natural casings, makes them more tender. By means of the new process, these casings for frankfurts become as tender as the ground, cured, smoked, and cooked meats which they contain.

Expected to Spur Demand

The combination of the tropical fruit and the delicacy affectionately nicknamed "red hot," "wiener," and "hot dog," promises a new era in demand for this popular food, its producers state. They expect that retail dealers will find an even greater demand for frankfurts, which now lead in volume of sales over all other sausages.

"We consider this development one of the most outstanding improvements in sausage manufacture," said Dr. Newton. "It also illustrates the care and constant search being carried on in laboratories of leading food manufacturers to develop new products.

"It has long been known that pineapples are particularly rich in proteolytic enzymes, which have an effect on proteins," Dr. Newton explained. "It remained, however, for exhaustive tests made in the laboratory to apply these enzymes to natural casings. Further experimentation was necessary to develop the process on a manufacturing scale and this was developed by the laboratory and operating departments."

The enzymes referred to are a kind of protein found in some vegetable, fruit, or animal cells, which have the



SPRAYING ON THE PINEAPPLE JUICE

This is one method of applying pineapple juice to natural casing product. Here the juice is sprayed over the product hung on sticks in a spray cabinet.

Wallace Holds Export Subsidy On Lard and Oils Unnecessary

REASONS why an export subsidy for lard and cotton oil are not considered necessary were outlined by Secretary of Agriculture Wallace this week in an analysis of the fats and oils situation.

The reasons are: Cost of imported oils, including the excise tax, will be well above that of domestic fats and oils and thus will discourage importation; the cotton crop is expected to be the smallest since 1935, which will reduce the volume of seed available for oil; and the corn re-sealing program is expected to reduce lard production by some 300,000,000 lbs.

Other plans for expanding outlets for lard and vegetable oils were outlined by the Secretary in his statement. The Secretary said:

Decrease in Imports

"The increase in stocks of fats and oils within the past two years, while large, may be offset to a large extent in this fiscal year by a decrease in imports. As of July 1, domestic stocks of fats and oils exceeded somewhat the previous record stocks of a year ago and were around 500,000,000 lbs. larger

than they were two years ago. Imports of fats and oils, however, amounted to 1.2 billion pounds in the past fiscal year; 1.3 billion pounds in 1937-38 and 1.8 billion pounds in 1936-37.

"At present coconut oil is quoted at 2½¢ per pound at Pacific ports. After paying a 3-cent excise tax, such oil would cost 5½¢ per pound to the domestic manufacturer, while crude cottonseed oil is selling in the Southwest at 4½¢ per pound.

"Normally, cottonseed oil commands a premium of ½ to 1¢ per pound over the price of the tax-paid coconut oil in the United States. Foreign cottonseed oil, of which this country imported 74,000,000 lbs. in 1938-39, would now cost about 7¢ per pound to the domestic manufacturer. Under such circumstances it is obvious that domestic fats and oils will be preferred to foreign oils.

"On the other hand, partly due to the elimination or reduction of foreign duties on lard through the reciprocal trade agreements, lard exports are expected to show a material increase again this fiscal year. The exportation of soybeans may also increase mate-

rially this year since prices of American beans are lower than those reported for Manchurian beans.

"Production of lard will be larger this year than in any year since 1934, but it will still be below the average production for the decade of the 1920's. Increases also are expected in the production of soybean oil and of peanut oil. On the other hand, the cotton crop is likely to be the smallest since 1935. The prospective decrease in the production of cottonseed oil will offset to a considerable extent increases in the production of lard and of soybean oil.

"The combined domestic production of lard, cottonseed oil, soybean oil, and peanut oil is not likely to exceed that of either of the past two years by more than 100 to 150 million pounds. In view of present prices, there is no reason to anticipate any material increase in the production of other fats and oils, such as whale oil, fish oil, tallow and grease."

Secretary Wallace said, in view of the situation as revealed by the analysis, he did not feel that an export subsidy program on lard or other fats and oils is warranted.

Plans to Help Fats

Other proposals for dealing with the conditions brought about by comparatively low prices for lard, cottonseed oil and other fats and oils were listed:

1. Domestic diversion of some of the surplus fats and oils from edible channels to the soap trade.

2. The purchase of lard and possibly other pork products for distribution to the needy. This program, if it becomes necessary to undertake it, probably will begin some time late this fall.

3. Additional increases in exports of lard and soybeans through the underwriting of sound credit transactions. Such a program would be undertaken by the Export-Import Bank and its possibilities are being discussed.

Lard and cottonseed oil shortening will shortly be made available through the stamp plan to those receiving public assistance. Late this fall consideration will be given to including other pork products in the stamp plan.

Under the recently announced corn re-sealing program, the department, in cooperation with farmers, will store for another year the 257,000,000 bu. of corn now under federal loan. Withholding from feeding of 257,000,000 bu. of corn in 1940 will mean 300,000,000 less pounds of lard produced.

SAUSAGE FOR LABOR DAY

Vienna sausage and spaghetti are recommended by Canco Testing Kitchen of American Can Company as the center of a holiday buffet supper. "What is more fitting for a buffet supper than a savory casserole—Vienna sausages in spaghetti casserole," the Canco kitchen states. "To canned spaghetti are added tomato sauce and cheese and spicy Vienna sausages are arranged on top and add the necessary zip."

FOR HIGHER QUALITY:

Cook your sausage the JOURDAN way! The JOURDAN Process Cooker will save you time and money . . . and produce a quality product that can't be beat! It cooks and colors in single, automatic operation . . . reduces shrink, eliminates

most of the handling and definitely improves appearance.

Overcooking or undercooking, burst or tangled, spotted or streaked sausage is impossible with the JOURDAN. Why not get the advantages now of thoroughly cooked and uniformly colored sausage by ordering your JOURDAN without further delay?



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Meat Dealers Map Course At 54th National Convention

INSPIRED by mutual interest in the success of the meat industry, approximately 1,000 retail meat dealers gathered in New York City on August 6 to 10 for the fifty-fourth annual convention of the National Association of Retail Meat Dealers. The convention presented a well rounded program of business sessions, entertainment and addresses by outstanding meat industry leaders.

Following the opening address by Louis Wagner, jr., president of the New York State Association of Retail Meat Dealers, New York's Mayor F. H. LaGuardia assailed "plow under" crop curtailment measures, contending that lack of purchasing power rather than surplus production lay at the bottom of America's lost prosperity.

"It is not a surplus of meat that troubles us," he insisted, "but it is the lack of funds of the average American." He praised the meat packing industry for its scientific methods.

Denver Frederick, district manager of Armour and Company, pleaded for closer cooperation between meat packers and retailers, pointing out that their interests were identical. Mr. Frederick proposed modernization of retail outlets as one solution to improved meat merchandising. He recommended that dealers specialize on the products of a single, dependable packer for assurance of quality and service.

New Facts on Meat

George Rector, famed restaurateur and food consultant of Wilson & Co., and R. C. Pollock, general manager of the National Live Stock and Meat Board, also addressed the convention. Mr. Pollock described the importance of the livestock and meat industry in terms of employment and summarized several of the more important recent laboratory findings made with respect to the value of meat in the diet.

Tuesday's speakers included Raymond H. Gifford, head of branch house sales of Swift & Company; C. C. Sherman, Kalamazoo Vegetable Parchment Co.; and Prof. A. W. Ewell of Worcester Polytechnic Institute. Mr. Sherman's subject was "Proper Paper Paves the Path to Prosperity," and Prof. Ewell's remarks were on "Ultra Violet Light in Refrigerated Storage," in which he described the results being achieved by treating meats with the ultra violet lamps.

Thos. E. Wilson, chairman of the board of Wilson & Co. and also chairman of the National Live Stock and Meat Board, delivered the principal address at the annual convention banquet on August 10 (See THE NATIONAL PROVISIONER of August 12.) George

A. Steindl, president of the National Association of Retail Meat Dealers, and John A. Kotal, secretary of the association, also addressed the banquet guests.

A resolution passed by the convention pledged the united efforts of the delegates to promotion of increased lard sales, while another placed the dealers on record as favoring reciprocal trade agreements with foreign nations which are large consumers of lard.

Meat Dealers' Resolutions

One resolution asked the Institute of American Meat Packers to set up a giant institutional advertising campaign to run for at least two years; another resolution invited the cooperation of the Institute in a systematic campaign to win additional meat customers; and a third petitioned the Meat Board to invite attendance of market owners and their employees at its cooking schools. Another resolution called for development of a new means of inspection marking to eliminate certain objectionable features of the present ink method.

National Meat and Allied Industries Exhibition was held in the ball room of the Hotel Commodore. Among packers, organizations and suppliers participating in the exhibition were the Institute of American Meat Packers, the National

Live Stock and Meat Board, Swift & Company, Armour and Company, Wilson & Co., the Cudahy Packing Co., E. Kahn's Sons Co., Albany Packing Co., Geo. A. Hormel & Co., Merkel, Inc., Westinghouse Electric & Mfg. Co., Kalamazoo Vegetable Parchment Co., Yorkville Paper Co., Kold Hold Co. and U. S. Slicing Machine Co.

Meat Day at Fair

In observance of National Meat Day at the New York World's Fair, convention delegates and several thousand retail meat dealers from the New York district and other sections of the United States, went to the fair in a body and lunched as guests of Swift & Company at the company's exhibit building.

The visit to the fair was followed by an evening of entertainment in the east ball room of the Hotel Commodore. Informal dancing, special functions for representatives of retail industry and a motion picture presented by Thomas E. Lattin, president of the National School of Meat Cutting, Toledo, O., provided relaxation from the business proceedings of the convention.

George A. Steindl, president of the national association, and John A. Kotal, secretary-treasurer, were retained in their respective posts. New officers elected included W. Pauli, Chicago, as a vice president of the association; M. Valiquette, Dan Lido and H. A. Stark as members of the board of directors; J. Herman and George Buhel as members of the legislative committee; Charles Holm, A. J. Meeker and J. A. Myers as members of the trade relations committee; Martin Bonkovich as master-at-arms and Harvey Wickert as guard.



INTRODUCE NEW HAM TO MEAT DEALERS

Henry Borman, plant superintendent, and Enoch Jacobson, sales representative, Merkel, Inc., as they prepared to demonstrate company's new hickory smoked cooked ham before retailers at national convention in New York City.



LET YOUR BROKER TAKE THE GUESSWORK *out of buying and selling!*

To conduct trading operations on a successful basis it is important to maintain extensive contacts with all sources of supply and potential purchasers. Every meat packer, by-product manufacturer and oil mill must make a sound appraisal of market conditions, based on complete knowledge of the multitude of factors affecting a purchase or sale, if "guesswork trading" is to be eliminated.

Successful traders have long realized that the best answer to this problem is brokerage service. Through the broker you can economically obtain the information needed to intelligently set sales or purchasing policies. The broker can provide the speedy action required to take full advantage of price fluctuations and variations in demand.

The recognized, experienced broker is one of the most powerful tools at your disposal!

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327 S. LaSalle St., Chicago

Snow Brokerage Co., Inc.
By-Products—Vegetable Oils
221 N. LaSalle St., Chicago

Sterne & Son Co.
By-Products—Vegetable Oils
332 S. LaSalle St., Chicago

Sunderland & De Ford
Provisions—Beef
327 S. LaSalle St., Chicago

J. C. Wood & Company
Provisions—Beef
By-Products—Vegetable Oils
141 W. Jackson Blvd., Chicago

Zimmerman Alderson Carr Company
Tallow—Grease—Vegetable Oils
105 W. Adams St., Chicago

The Davidson Commission Co.
Packhouse By-Products
327 S. LaSalle St., Chicago

D. J. Gallagher
Provisions—Beef
327 S. LaSalle St., Chicago

John W. Hall, Inc.
Packhouse By-Products
327 S. LaSalle St., Chicago

Hess-Stephenson Co.
Provisions—Beef
327 S. LaSalle St., Chicago

UP and DOWN the MEAT TRAIL

H. H. Meyer Broadcasts On Meat Industry and Its Cincinnati History

As part of a series of broadcasts dedicated to Cincinnati's major industries, H. Harold Meyer, president of the H. H. Meyer Packing Co., discussed the meat packing industry of the United States and of Cincinnati. Mr. Meyer was introduced as representing the fourth generation of his family to be engaged in Cincinnati's meat packing industry.

Briefly tracing the rise of the industry in the United States during the past 300 years, Mr. Meyer described what was meant by meat "packing" in the early days and how it differed from present day practices in the industry. He stated that in 1818 Elisha Mills established Cincinnati's first packing plant and by 1830 the city had become the country's most important packing center.

Because of its supremacy in pork packing, the city became known as Porkopolis. In 1855 there were 42 packing plants in Cincinnati, but by 1860 the center of the industry had moved to Chicago. However, Cincinnati remains one of the important packing centers of the country with an annual meat industry payroll of \$3,000,000 to \$3,500,000. Sales of the city's meat packing products during the most recent census year were over \$36,000,000.

Asked why some meats cost so much more per pound than others, Mr. Meyer said that if a bullock were made entirely of sirloin steaks or roasts it would not be necessary to ask such a question, but as only about 14 per cent of the live weight of a steer is steaks and rib roasts, these choice cuts command a good price.

He pointed out that this is also true of pork cuts.



H. H. MEYER

Cudahy Adopts Group Health, Accident and Hospitalization Plan

Approximately 90 per cent of the 14,000 workers employed by the Cudahy Packing Co. in its plants and branch houses throughout the United States and Canada are participating in a program of group accident, sickness, hospitalization and surgical insurance made available to them on July 10, and underwritten by Travelers Insurance Co.

All employees under the age of 70 who have completed six months' service are eligible for the plan. Weekly benefits range from \$10 to \$40, hospitalization from \$3 to \$6 per day, and surgical reimbursement up to \$150. Weekly benefits are payable for a maximum of 13 consecutive weeks and hospital benefits up to 31 days for any one period.

"After exhaustive investigation, I can say that I consider this plan one of the best in existence," said E. A. Cudahy, jr., president. "Its comprehensive coverage, low cost to the employee, and substantial compensation make it a most attractive investment."

Mr. Cudahy stated that although the plan has been in effect but little more than a month, it had already provided aid for a number of employees suffering disabilities. He also explained that the accident and sickness benefit plan rounds out the Cudahy general insurance structure, including group life and total disability insurance which has been operative for many years.

Lyle Jones Joins Casing Dealers' Association Staff

Elliot Balestier, jr., executive secretary of the National Sausage Casing Dealers' Association, has formally announced the fact that Lyle W. Jones, formerly connected with the Institute of American Meat Packers for many years, has become associated with the Committee on Public Relations and Packer Cooperation of the Association. Mr. Jones will make his headquarters at the office of the casing dealers association which is located in New York City at 1 Park avenue.



LYLE JONES

Death Takes S. R. Gerber, Buffalo Sausage Executive

Stephen R. Gerber, 63 years of age, president of the Gerber Sausage Co., Buffalo, N. Y., passed away recently at his home after a prolonged illness. Mr. Gerber entered the meat industry at the age of 21, taking over the butcher business of his father, Emil Gerber, upon the latter's death. Stephen Gerber's grandfather, Sigmond Gerber, laid the foundation for the business in 1855. Known throughout the meat trade in western New York, Mr. Gerber was

UPHOLDING NATURAL CASINGS

Giant sausage featured at natural casings exhibit during convention of National Association of Retail Meat Dealers is held aloft by four representatives of the Institute of American Meat Packers. Left to right the supporters are John Munro, James Costello, John Lester and Robert Buchanan.



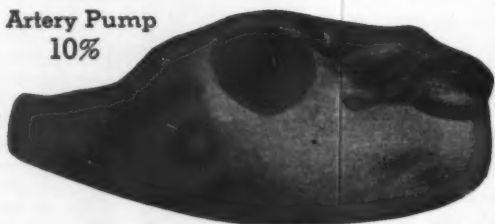
PRAGUE POWDER

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is a Pre-prepared curing material from which all the bite, burn, and bitterness of mechanically mixed cures have been removed. There is no other cure like PRAGUE POWDER. PRAGUE POWDER is the Pre-prepared, heat-fused, Safe, Fast Cure. It is not raw nitrite nor raw nitrate, but a completely new material—PRAGUE POWDER.

Prague Powder Makes a Tender Ham

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A PRAGUE POWDER cured Tender Smoked Ham, ready for slicing, broiling or baking, is Mild, Sweet and Tender.

The PRAGUE POWDER Cure is "The Safe, Fast Cure" that produces the Rich, Ripe Flavor in the "Ready-to-Eat Ham."

Prague Powder Makes Bacon Tender For Slicing or Slab Bacon

The Consumer prefers the PRAGUE POWDER Tender Cured Bacon. PRAGUE POWDER Dry Cured Bacon has flavor, style, color, mildness and is Tender.

All Dry Cures are better when you use PRAGUE POWDER in the formula found on Page 16 of the PRAGUE POWDER Booklet.

Your Curing Problems are better solved by using PRAGUE POWDER.

*("Ready-to-Eat" Ham is Griffith's Registered Trade Mark.)

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Chicago News of Today

Among the fortunate passengers who escaped injury in the wreck of the streamlined train City of San Francisco on August 12, was Harry McLerie, president of Compania Swift Internacional. Mrs. McLerie, although escaping serious injury, sustained bruises when the train was derailed near Carlin, Nev.

Charles L. Wagner, cattle buyer for C. A. Burnette Co., died on August 14 at his home in Chicago. Mr. Wagner had been connected with the cattle department of the Union Stockyards for about 40 years.

Leo Weglein, well known in the natural casings industry, has joined the staff of S. Oppenheimer & Co., Chicago.

Ira W. Fowler of Newton, Mass., and London, England, head of Fowler Casings Ltd., was a visitor in Chicago recently.

R. C. Pollock, general manager of the National Live Stock and Meat Board, inspected the Board's exhibits this week at the Illinois State Fair, which was held in Springfield.

Robert Burrows of J. C. Wood & Co., provision brokers, returned this week from a vacation spent with his family in northern Michigan.

I. W. Ringer of Seattle, Wash., retail representative on the board of directors of the National Live Stock and Meat

Board, stopped in Chicago en route to Seattle from New York City, where he attended the annual convention of the National Association of Retail Meat Dealers.

Chicago visitors of the week included Bob Stapleton, meat retailer of Birmingham, Ala., who spent some time visiting packers, produce merchants and the offices of the Meat Board.

The National Restaurant Mart, Chicago, will be the scene of the twenty-first National Restaurant Convention and Exposition, to be staged on October 2 to 6. Entertainment, addresses, discussion periods and demonstrations of meat and other food products and their preparation will be featured. Restaurateurs from all parts of the United States and Canada will attend the convention.

New York News Notes

Max Rosenbluth, pork manager at the G. Buxbaum plant at West Harlem Market, died August 16, following a heart attack.

J. C. Thompson, manager of the Washington branch of John Morrell & Co. and R. B. Henderson, manager of the firm's Baltimore branch, visited New York last weekend.

George E. Willging, manager of the beef division, John Morrell & Company, Sioux Falls, S. D., is on an extended trip to the East and will visit the various branches of the company.

R. H. Neal, assistant district manager, Armour and Company, is spend-

(Continued on page 42.)

In the News 40 Years Ago

(From The National Provisioner, August 19, 1909.)

Hammond Packing Co., South St. Joseph, Mo., has received two carloads of salt—112,000 lbs.—from England, to be used for salting meat to be exported to the English markets. This shipment of salt is the first which has gone through the customhouse in that city. When the meat on which this salt is used is exported, the weight of salt going with it will be noted, and the duty paid on that amount will be refunded. In some instances English factors demand that English salt be used on American meat exported to Britain, hence the importation of the English product by American packers.

H. L. Swift, traveling manager of Swift & Company, returning from an extensive business trip abroad, commented on the very favorable reception of American meats and meat products in the countries of Europe, and particularly in Germany.

D. D. Frazee, general manager, Cudahy Packing Co., Sioux City, Ia., has tendered his resignation and will quit the packing business to re-enter the grain business as president of his own company.

In the News 25 Years Ago

(From The National Provisioner, August 22, 1914.)

One government bureau which is doing an outstanding job of helping business is the Bureau of Foreign & Domestic Commerce of the Department of Commerce. The practical trade promotion work begun some years ago has gradually been expanded by Chief Baldwin, with the aid of liberal appropriations from Congress, and from being a strictly foreign commercial proposition it has been developed along domestic lines as well. From the scope this work has already attained an idea may be gained of the possibilities of trade promotion through the aid of this bureau.

Without warning the acid test was dramatically applied to the exchanges recently, and the exchanges promise to emerge unscathed. Antagonists of the American contract markets have had an awe-inspiring and unequivocal lesson forced upon them. The lapse of a mere week without the exchanges has caused untold confusion. The war in Europe is deprecated. When a balance is struck at the end of the terrible conflict there will nevertheless be certain credit items. Among these will be found the disclosure concerning the merit of exchanges. The war abroad has made possible the demonstration that contract markets are vital organs to the business world, which organs are as delicate and as necessary as those in the human body.

A very good indication of the tremendous interest being shown in the World War is the fact that not one man in a hundred knows the standing of the baseball clubs.



DOG FOOD BOOSTERS

This Great Dane, "Junkar," owned by Dr. C. H. Cable, San Antonio, Tex., eats 10 cans of dog food daily. He weighs 200 lbs. The little wire-hair, weighing 10 lbs., eats a can a day. Both are "Pard" fans. Packers will take part in the observance of National Dog Week which will be held from September 17 to 23. (Photo courtesy Swift & Company.)

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PROCESSING POINTS

for the trade

Quick Curing Hides

Reports that a certain packer has developed a method by which cattle hides are cured in a few hours have aroused considerable interest among packing-house operating men. A number of letters have come to THE NATIONAL PROVISIONER asking for information.

So far as can be determined no packer is curing hides in a "few hours." It is believed, however, that a method has been developed whereby fully cured hides can be obtained in 24 hours. The packer reported to have developed this quick-curing method has revealed no information regarding the process and THE NATIONAL PROVISIONER has no knowledge of what he has done or the results he is securing.

However, there is considerable information available on brining hides. Curing hides in brine instead of in packs with salt is not new. The method is regularly employed in a few American meat packing plants and is used universally in the South American frigorificos. The method, as employed in these latter plants, was described and illustrated in THE NATIONAL PROVISIONER of February 10, 1934.

Some of the requirements for securing a quick cure on hides by the brining method are also generally known; at least, enough facts are available to enable any packer interested in developing quick-curing to start experiments.

One meat plant superintendent who has done considerable work in determining the best method of curing hides quickly says that the important requirement is to have the hides clean and free of fat and tissue before putting them into the brine. Unless this precaution is observed, he warns, trouble is sure to develop after the hides are taken out of cure.

The brine never should be weaker than 85 degs. salometer strength at 55 degs. F., and should contain approximately 5 per cent boric acid. The hides must be kept in motion in the brine for 18 to 24 hours. Curing is supposed to be complete at the end of this period.

DRESSING UP MEAT LOAVES

Although fancy and decorated meat loaves require more labor and trouble than regular products, and sometimes do not repay the processor for his extra expense, they do get attention in the retail show case and the sausage manufacturer may find it desirable to make some of them.

An extremely simple but unusual loaf can be made with regular meat loaf

mixture and liver sausage or skinless frankfurts. Fill the bottom of the loaf mold with regular loaf meat and lay two skinless frankfurts (end to end), or a skinless section of liver sausage, lengthwise on top of the meat. Fill the mold with the loaf mixture and process in regular manner. The loaf will have a light colored center when cut.

This idea may be used in several ways. If desired, four or five pieces of sausage may be placed in the loaf, giving a domino effect.

HANDLING CALVES

A Midwestern packer who has never handled calves wants some information about processing this kind of livestock. He writes:

Editor THE NATIONAL PROVISIONER:

What is considered the average dressing percentage on calves? How long should they hang after dressing before they are placed in cooler? At what temperature should they be held in cooler? What part of offal is now marketable?

In general, calves dressed with the head and feet off and the skin on would

yield 50 to 65 per cent of the live weight. The percentage will vary according to the grade of the animal.

Calves are put into coolers held at 34 to 36 degs. as soon as they are dressed. They are held at this temperature until thoroughly chilled. Owing to their small size they are usually ready for shipment within twenty-four hours.

Heads, feet, liver, hearts, sweetbreads, brains and rennet are all marketable. The pluck, which includes the heart, lungs and liver, is sometimes sold together. Calf livers are in good demand and bring a strong price. The same is true of calf sweetbreads. If calf heads are not sold as such, they are split and the brains removed for sale.

The rennet is the stomach of a calf that has had nothing but milk, and is used in cheese making and by various pharmaceutical laboratories. Sometimes the market for rennet is slow and it does not always pay to save the stomachs as they require careful handling.

CANS DAMAGED BY WATER

Canned meats damaged by water can be reconditioned provided the hermetically sealed cans are handled promptly. The meat inspection division of the U. S. Bureau of Animal Industry makes the following provisions for the rehandling of such product.

1.—Separate and condemn all cans which show an extensive degree of rusting or corrosion, such as might materially weaken the tin, as well as any swollen, leaky, or otherwise suspicious cans.

2.—Remove labels and wash the cans in warm soapy water, using a brush where necessary to remove rust, immerse in a solution of sodium or calcium hypochlorite, or other approved sterilizing solution, and rinse in fresh water and dry thoroughly.

3.—After washing and drying, the cans may be relacquered, if necessary, and then relabeled with approved labels applicable to the product contained in them.

4.—When more than one product is involved, the identity of each shall be maintained through separation, marking, or otherwise, throughout all stages of the rehandling operation, to insure correct labeling of the rehandled cans.

SAUSAGE MEAT CURING

Sausage meat curing methods are fully explained in "Sausage and Meat Specialties," THE NATIONAL PROVISIONER'S new book. Write for information.

READING A SALOMETER

Reading the salometer is the most important part of the brine making operation. Improper care and handling of this instrument results in inaccurate readings and variations in strength of brine produced.

Some factors causing incorrect readings include using improvised containers of wrong thickness and shape; taking readings before salometer has come to rest, and permitting instrument to rub against side of container instead of floating freely in the solution.

"Reading a Salometer," reprinted from THE NATIONAL PROVISIONER, shows how to avoid these and other salometer troubles, how to test salometer for accuracy and what rules should be observed to insure dependable readings.

To secure copies of this reprint, fill out and mail the following coupon, enclosing 10c in stamps:

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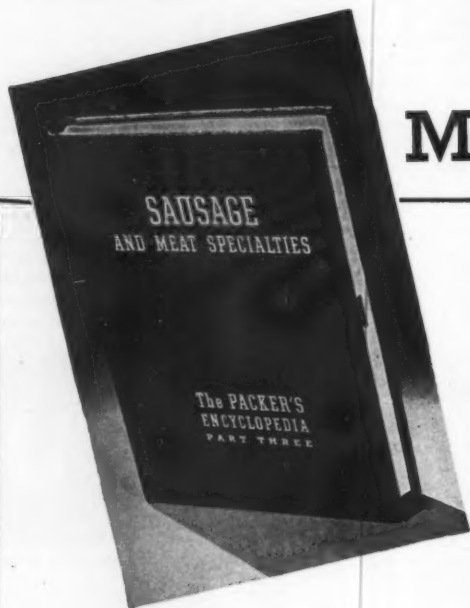
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has the following to say in connection with temperature and humidity in the Meat Cooler:

"Temperature in the sausage meat cooler should be from 35 to 38 degrees or higher depending on the rapidity with which the sausage maker wishes the meat to cure. Meat cures faster at higher temperatures but it deteriorates more rapidly as the low temperature check on bacterial growth is removed. A curing temperature of 38 degrees has been specified in formulas in this book.

"The percentage of relative humidity in this room is important only to the extent that it should not be so high that salt in the product will attract moisture from the air continuously. On the other hand, it should be high enough to avoid excessive shrinkage and drying out of exposed meat. Allowance can be made for such shrinkage in the amount of ice or water placed in the emulsion during processing of some types of sausage.

"A relative humidity of 80 to 85 per cent usually is found satisfactory in the sausage meat cooler."

Efficient temperature and humidity conditions are given for each department of the plant in the chapter on "Refrigeration and Air Conditioning."

Refrigeration is a decided advantage in keeping product in good condition while in the sausage manufacturing room. Dexterity of workers, however, in this room is of paramount importance and there is a limit to the amount of refrigeration which can be used without impairing their efficiency.

Time studies have established a minimum temperature at which workers in this department find no difficulty in maintaining a good speed of operations. At only 5 degrees below this point, complaints are marked and there is a noticeable reduction in output per worker.

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LESSON 33

Pipe Insulation

H EAT loss from uncovered brine and ammonia lines may be as much as 35 per cent. An uncovered brine line is as detrimental to economical operating results as an uncovered steam line running through a cooler. Such a condition would not be tolerated.

With an outside temperature of 100 degs. F., and an internal line temperature of plus 10 degs. F., the loss is 180 B.t.u. per hour per square foot in still air. This loss can be reduced to 3.5 B.t.u. per hour with proper insulation, or an efficiency of 98 per cent.

Pipe insulation, to be effective, must eliminate the possibility of moisture accumulating between the outside surface of pipe and inside surface of insulation. Moisture immediately freezes and when this ice thaws it expands and breaks open the insulation. Exterior surface of pipe insulation must also be protected from moisture infiltration. The external surface, whether indoors or out, is always covered with a homogeneous waterproofing.

Pipe Insulants

The same general characteristics are required in good pipe insulation as in building insulation. These are:

- 1.—Low conductivity.
- 2.—Non-absorption of moisture.
- 3.—Immunity to vermin.
- 4.—Resistance to vibration.
- 5.—Structural strength.
- 6.—Ease of erection on the job.

Natural cork, rock cork, mineral wool and hairfelt are used to insulate pipe lines. The first two are pre-molded and waterproofed inside and out. The two latter materials are built up on the pipe line in the field. Insulating value of any substance depends upon the number of air cells it contains. Natural corkboard contains waterproof binders. The other types of insulants mentioned depend upon the application of hot asphalt to form the membrane pre-

venting moisture infiltration. It is well to remember that the cork is the valuable ingredient in cork insulations. The more cork and the less binder, the better the insulation functions as a non-conductor of heat. Insulating values of the various products suitable for insulating pipe lines will be found in tables published in previous lessons.

Good pipe insulation properly applied lasts indefinitely. If an accident happens to the surface or skin, it should be repaired immediately before moisture has had a chance to penetrate and reduce insulating value.

No simple instrument has been devised to measure B.t.u. loss through insulation. Such an instrument would be of great value. Undoubtedly much of the insulation now considered effective would be replaced if an instrument were available to measure its efficiency. If snow or frost forms on the outside of pipe covering in the winter, the insulating value of the material is extremely poor.

Brine and ammonia insulation is expensive. Its cost is from 4 to 10 times the cost of erecting a pipe line, depending on the insulating material used.

The following table gives the thicknesses of molded insulation required for various temperatures:

MOLDED PIPE INSULATION		
Service	Insulation Thickness Inches	Pipe Temperature degs. F.
Ice water	1½ to 2	30 to 45
Brine	2 to 3	30 to 0
Heavy brine	3 to 4	0 to -30

Hair felt is applied in the following thicknesses:

HAIRFELT INSULATION		
Insulation Thickness Inches		Pipe Temperature degs. F.
2	.....	30 to 15
3	.....	15 to - 5
4	.....	- 5 to -20
5	.....	-20 to -40

First, and most important in applying hairfelt, there must be no pipe leaks. Pipe surfaces are cleaned and dried. Then one layer of asphalt saturated felt is tied with jute twine around the pipe and sealed with hot asphalt. This is followed with one, two or three layers of 1-in. hairfelt, consisting of 100 per cent pure, washed cattle and goat hair, free from dirt and other foreign matter and weighing at least 6 lbs. per square yard.

Applying Hairfelt

No jute shall be mixed with the hair since jute readily absorbs moisture. Ten and one-half ounce burlap, saturated with hot asphalt, is applied over each layer of hair felt. Roofing paper is applied as the last coat. This is sealed with hot asphalt, seams are stapled and the covering is wrapped with copper wire or bands.

Sufficient space must be allowed between pipes and adjacent surfaces to permit application of the full thickness of insulation. The pipe should be hung temporarily on wood saddles. These are removed when the insulation



ENGINE ROOM IN MODERN MEAT PLANT

The meat packing plant uses great quantities of insulation for ammonia, brine, steam and hot water piping. The cost of this is great, but few investments pay better dividends.

is in place and the pipe is then hung from wide metal saddles placed over the outside of the insulation. Metal hangers should not be used in contact with cold pipes as they provide a path for the transfer of heat.

Fittings are rather difficult to cover, and because of the flanged or screwed connection are a potential source of leaks. When once covered, brine, water and ammonia leaks are repaired with great difficulty because the insulation, if properly installed, can be removed only by using a hatchet and chopping.

Pipe covering is most easily applied before the pipe is erected. This eliminates building extensive scaffolds. When the pipe is in the hangers, the ends can be welded and the bare sections covered.

Hairfelt covering is frequently used to prevent freezing of outside water lines. Even if an outside pipe is well insulated, some circulation of water should be maintained through it in cold weather.

Editor's Note.—Synthetic ammonia will be discussed in the next lesson.

LOCKER PLANT NOTES

Construction has been started on the Farmers Grain Company locker plant in Amana, Iowa.

George Wallace has opened a modern cold storage locker plant at Easton, Md.

TRUCK ICE BUNKER

Results of a 10-day truck temperature test using water ice as the refrigerant were reported in the August 12 issue of THE NATIONAL PROVISIONER. In this article it was stated that the truck was refrigerated with an "ice induction bunker." A number of packers and sausage manufacturers, impressed with the apparent efficiency and economy of the truck refrigerating method employed, have asked for information to enable them to identify the device. The bunker in question was manufactured by the Air Induction Ice Bunker Corp., Hoboken, N. J.

PRODUCE IN COLD STORAGE

Cold storage holding of butter, cheese, and eggs, on hand August 1, 1939:

	August 1, 1939.	August 1, 1938.	August 1, 5-yr. av. 1934-38.
M lbs.	M lbs.	M lbs.	M lbs.
Butter, creamery	165,094	173,257	131,751
Butter, packing stock	85	321	748
Cheese, American	90,179	114,607	95,035
Cheese, Swiss	4,658	5,026	4,961
Cheese, Brick & Munster	1,583	1,013	1,433
Cheese, Limburger	1,811	1,154	1,214
Cheese, all other varieties	12,060	12,551	9,459
Eggs, shell, cases	7,017	6,411	7,874
Eggs, frozen, lbs.	143,021	135,329	131,106
Eggs, frozen, case equivalent	4,086	3,867	3,746
Total case equivalent, both shell & frozen	11,103	10,278	11,620

PACKER AND FOOD STOCKS

Price ranges of listed stocks, August 16, 1939, or nearest previous date:

	Sales.	High.	Low.	—Close—
	Week ended Aug. 16.	Aug. 16.	Aug. 16.	Aug. 16.
Amal. Leather...	100	1 1/2	1 1/2	1 1/2
Do. Pfd. ....	...	...	...	...
Amer. H. & L.	800	4 1/4	4 1/4	4 1/4
Do. Pfd.	100	32 1/4	32 1/4	32 1/4
Amer. Stores ...	1,100	13 1/4	12 3/4	12 3/4
Armour III.	2,400	4	3 3/4	3 3/4
Do. Pr. Pfd.	400	36	35 1/2	35 1/2
Do. Pfd. ....	...	...	...	...
Do. Del. Pfd.	300	103	103	102
Beechnut Pack..	100	127 1/2	127 1/2	127 1/2
Bohach, H. C. ....	...	...	...	...
Chick. Co. Oil. ....	...	...	...	...
Childs Co.	1,000	7 1/2	7 1/2	7 1/2
Cudahy Pack... ..	500	11	11	11 1/4
Do. Pfd.	20	48	48	48
First Nat. Strs.	600	49	49	49 1/2
Gen. Foods	6,100	47 1/2	46 1/2	46 1/2
Do. Pfd. ....	...	...	...	...
Glidden Co.	1,300	17	16 1/2	16 1/2
Do. Pfd. ....	...	...	...	...
Gobel Co.	500	3 1/2	3 1/2	3 1/2
Gr. A & P 1st Pfd.	50	128	128	129 1/2
Do. New	75	106 1/2	106 1/2	106 1/2
Hormel, G. A. ....	...	...	...	...
Hygrade Food ..	800	2	2	2
Kroger G. & B.	3,700	27 1/2	27 1/2	27 1/2
Libbey McNeill.	700	5 1/4	5 1/4	5 1/4
Mickelberry Co.	350	3 1/4	3 1/4	3 1/4
M. & H. Pfd.	100	2 1/2	2 1/2	2 1/2
Morrell & Co.	100	33	33	34 1/2
Nat. Tea	300	3 1/4	3 1/4	3 1/4
Proc. & Gamb.	6,000	63 1/2	63 1/2	61 1/4
Do. Pfd.	150	117	116	117
Rath Pack. ....	...	...	...	...
Safeway Strs.	11,000	45 1/2	43 1/2	44 1/2
Do. 5% Pfd.	50	108 1/2	108 1/2	107 1/2
Do. 6% Pfd.	90	112	112	111 1/4
Do. 7% Pfd.	110	112 1/2	112 1/2	112
Stahl Meyer	100	1 1/2	1 1/2	1 1/2
Swift & Co.	2,400	17 1/2	17 1/2	17 1/2
Do. Intl.	1,050	27 1/2	27 1/2	27 1/2
Trunz Pork ....	...	...	...	...
U. S. Leather.	200	3 1/4	3 1/4	3 1/4
Do. A.	800	7	6 1/2	6 1/2
Do. Pr. Pfd. ....	...	...	...	...
United Stk Yds.	400	2 1/2	2 1/2	2 1/2
Do. Pfd.	200	7	7	7
Wesson Oil	1,600	16 1/2	16 1/2	17 1/2
Wilson & Co.	300	57	57	58
Do. Pfd.	1,500	3 1/4	3 1/4	3 1/4
Do. Pfd.	400	35 1/2	35 1/2	36

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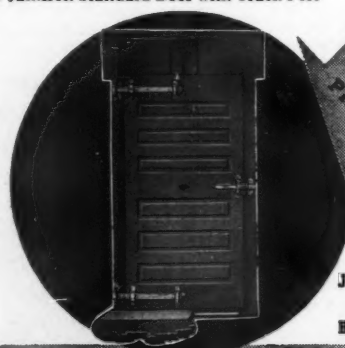
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PAINT

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WEATHERED WOOD

Durable Paint Job Requires Two Coats

DURING the past several years some packers have found it necessary or expedient to place building maintenance programs on an intermittent or irregular basis. In some cases building upkeep has been omitted from the maintenance program. The result is that many meat plant buildings have gone without proper painting for longer than would have been the case during times of normal business activity.

Exterior surfaces which perhaps have gone 6, 7, or 8 years without being painted should have special consideration, not only to repair, as far as possible, the damage which has been done, but also to secure satisfactory results from the paint that is applied.

Paint Failure

Examination of paint put on exterior wood surfaces 7 or 8 years ago will probably show in many cases that the paint has failed or is rapidly failing by chalking. What remains is dirty and grimy. In other cases it will be found that the paint has scaled away and practically disappeared.

A paint pigment undergoes little chemical change on long exposure. The vehicle, on the other hand, breaks down and loses its ability to hold the pigment together and bind it to the surface. Whatever the cause of paint failure—scaling or deterioration of the vehicle—it will be found that exterior wood surfaces that have not been painted for many years are dry and porous.

When painting such surfaces, two obstacles must be overcome to obtain a lasting paint job that will keep its good appearance over a satisfactory period:

1.—Dryness of the wood and its tendency to absorb all oil must be guarded against.

2.—Faded, dirty and discolored paint must be completely covered.

Two Coats Required

The packer who attempts to cover dry, oil-thirsty wood and dirty, discolored paint with only one coat of new paint is very sure to be disappointed with the results. When only one coat is applied the vehicle, which should remain on the surface as a binder for the pigment in order to cement the pigment to the surface and furnish a pleasing,

glossy job, is absorbed by the dry wood. The job quickly goes flat and may even present a spotty, uneven appearance.

It does little good to provide against absorption of too much oil by mixing the paint thinner. When this is done, difficulty in applying the paint is often experienced. The paint will either sag and run or it will not cover the old surface. The answer to these problems of painting long-neglected wood is the proper preparation of surfaces and the careful application of two coats of paint. Cracked and scaled paint should be removed, blisters scraped and sanded and all dust and loose paint brushed off before applying new paint.

Mixing First Coat

First coat should be designed to satisfy the oil hunger of the wood, to enable the new paint to anchor firmly to the old and to furnish a "tooth" for the finish coat. If ready-mixed paints are used it is advisable to thin them with linseed oil and turpentine to insure that they will obtain a grip on the surface.

One authority recommends for the first coat on porous wood 100 lbs. of white lead, 2 gallons of raw linseed oil, 1½ gallons of turpentine and 1 pint of dryer.

Paint mixed in this proportion, he says, carries enough oil to satisfy normal suction and sufficient turpentine to promote penetration and anchorage. It dries with a fairly flat surface, forming the ideal ground for the finish coat. When the first coat is dry and hard, the finish coat may be applied.



NO SAFETY SHOE

This man was a packinghouse employe and an athlete as well. He dropped a box on his foot and now is unable to work or play. His employer recently reported eight foot injuries among employes ranging from sweet pickle department to loin cooler men, which could have been prevented by safety shoes.

SAFETY

Points for plant executives to keep in mind in maintaining a clean accident record

LADDER ACCIDENTS

Many ladder accidents can be avoided if certain precautions are taken and safe working practices are followed.

1.—Use care in placing ladders. If there is danger of ladder slipping have someone hold it, tie ladder so that it cannot slip or brace bottom.

2.—The best angle at which to place a ladder is that in which distance from wall or object against ladder is leaning is approximately one-fourth the length of ladder. That is, a 12-ft. ladder should be placed so that bottom is 3 ft. from wall.

3.—Two men should never climb an extension ladder at the same time. This type of ladder is not made to support such extra weight.

4.—Never place a ladder in front of a door opening unless door is locked.

5.—A ladder never should be placed against a window sash. Screw a board across top of ladder to give bearings on both sides of window.

6.—Always face ladder when ascending or descending.

7.—Do not go up or down a ladder without free use of both hands. If material has to be handled use a rope.

8.—Never use broken or weak ladders with missing rungs. When defects develop to such an extent that ladder is unsafe, it should be destroyed.

USE OF WHETSTONES

Employees should be warned to place whetstones and hones on a flat surface when sharpening knives rather than holding them in their hands. Numerous cases are on record of bad cuts on fingers and hands resulting from mistrokes of the knife while holding a whetstone. Quite often when this type of injury occurs, cause of the injury is found to be use of small pieces of stone or inattention to the manner in which the knife is being used on the stone.

CHECKER IS CRIPPLED

Despite constant warnings a checker on a package conveyor stepped upon the conveyor to turn around a box of pork loins. In reporting the subsequent accident, the National Safety Council said that the man's feet were caught and crushed between the conveyor flight and skipper bar. As a result of his disregard of warnings this man spent six months in hospital and is a cripple.

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CHICAGO

Lard Rallies on Favorable Stocks Report; Hogs Higher

Pork Stocks Fourth Smallest in 20 Years

Futures make substantial advance—Stocks down 8,500,000 lbs. in July—Dry salt meats strong—Heavy hogs showed consistent gains.

LARD

LARD made a substantial advance at midweek from the low price levels which had prevailed earlier. There was a fair cash demand, stimulated in part by the good showing of lard stocks at mid-month. During July stocks declined nearly 8,500,000 lbs., while a year ago, when production was considerably smaller, the decline was only about 2,500,000 lbs. and in the 5-year average for the period there was an actual gain in lard stocks during July of 2,700,000 lbs.

This improved situation in storage stocks and the arrangement for broader domestic distribution to relief clients and low income groups gave support to the market. At the same time, the summer sow run is near an end and the supply of heavy butchers appears somewhat limited. The run of new crop hogs is scheduled to begin in earnest within the next few weeks when the per head production of lard will be well under that of the late spring and summer months.

On Thursday, cash lard was quoted at 5.42½ and loose at 5.32½ at Chicago with refined unchanged at 7.25. Practically all fat meat cuts also showed some price improvement. Lard price gain from the opening day of the period was 42½ points for cash and 37½ for loose.

At New York, demand was good and the market steadier. Prime western was quoted at midweek at 5.55@5.65c; middle western, 5.55@5.65c; New York City in tierces, 5¼@5½c, tubs, 5¼@5½c; refined continent, 6c; South America, 6¼c; Brazil kegs, 6¼c. Shortening declined ¼c to 8¼c in car lots and 8c in smaller lots.

HOGS

Both top and average prices of hogs gained consistently during the week at Chicago, the average on the closing day being 35c above Monday's average and the top 20c higher. Heavy butchers and good sows showed gains of 40@50c per cwt., while good light hogs were steady to 25c higher. Greatest upturn came at midweek when the top and average rallied 10c from the week's low on Tuesday, with buyers unsatisfied during the closing days in their demand for good heavy hogs. Percentage of sows at Chicago declined from about 45 per cent of the run a week ago to 40 per cent this week. Late top was \$6.40 and the average was \$5.35. Best price was paid on Thursday for 220-to 240-lb. kinds with good hogs weighing up to 270 lbs. at

\$6.30. Receipts at eleven large markets during the 4-day period totaled 179,000 head. This was 27,000 under a week ago, reflecting the usual seasonal decline in receipts just preceding the run of new crop hogs, but 21,000 over a year ago and 47,000 over two years ago.

CARLOT TRADING

Carlot trading in hams during the current week was at lower prices than a week earlier. Green regulars showed a full cent decline from last Friday. Drop in ham prices was steady from day to day, the averages showing the least decline being the 20/22 and 22/24 green skinned which showed some strength toward the close of the period. Green regulars, 14/16 av., were somewhat firmer.

Dry salt meats revived from their weak position with D. S. bellies, 25/30 and up, showing a gain of ½c on the closing day of the period. D. S. fat backs were ¼ to ¾c stronger and other

(Continued on page 32.)

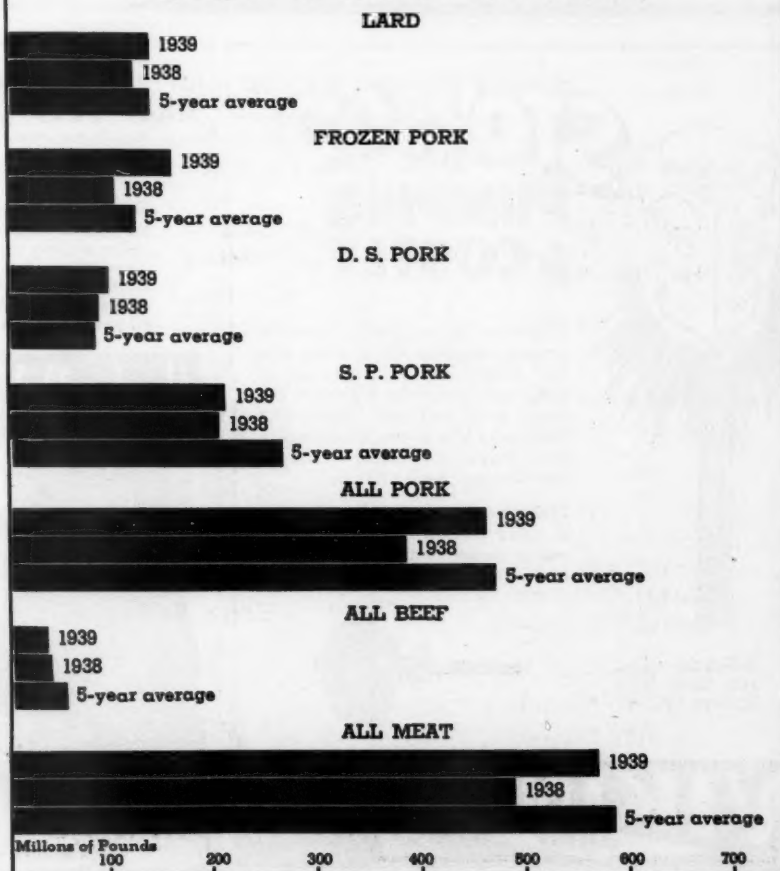
ANTICIPATED increases in supplies of pork and lard during the coming fall and winter appear to be influencing current operations and market sentiment more than the actual volume of stocks now on hand.

On August 1, stocks of pork meats on hand in the United States totaled 454,958,000 lbs. This was 75,977,000 lbs. more than the amount on hand at the same time a year earlier; 12,315,000 lbs. less than stocks on the same date in 1937; 12,997,000 lbs. more than stocks of August 1, 1936, and 85,048,000 lbs. more than stocks on hand on August 1, 1935.

With three exceptions noted above, stocks on hand August 1 were the smallest for that date in more than 20 years. Lard stocks were in somewhat less favorable position than pork, but August 1 stocks have been lower on that date only six times in the past 20 years.

Rapid increase in the utilization of vegetable oils and curtailment of exports have been troublesome factors in the lard market. In view of the adverse

AUGUST 1 MEAT AND LARD STOCKS





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See our advertisement in The National Provisioner, July 29, Page 30

influence of these two major factors, it is somewhat surprising that lard stocks should be as low as they actually are. Hog slaughter has increased materially during 1939 over kill in the post-drought years.

Total stocks of pork and lard on hand on August 1, 1939, and the quantities in storage on the same date in each of the preceding 15 years, were as follows:

AUGUST 1 PORK AND LARD STOCKS		
August 1	Pork lbs.	Lard lbs.
1939	454,958,000	139,941,000
1938	378,981,000	123,677,000
1937	467,273,000	156,959,000
1936	441,961,000	117,926,000
1935	369,910,000	68,435,000
1934	643,566,000	209,497,000
1933	808,322,000	219,259,000
1932	643,052,000	121,618,000
1931	711,811,000	121,926,000
1930	651,444,000	118,353,000
1929	814,354,000	203,010,000
1928	819,185,000	204,939,000
1927	841,271,000	179,136,000
1926	642,673,000	153,572,000
1925	669,536,000	145,924,000
1924	810,585,000	149,672,000

Hog kill under federal inspection in the first seven months of 1939 totaled 22,474,000 head. In the three years in which August 1 stocks of pork were lower, the kill was as follows:

	Head.
1938	19,478,000
1936	18,933,000
1935	15,505,000

In the six periods in which August 1 lard stocks were lower than on that

date in 1939, the kill was as follows:

	Head.
1938	19,478,000
1936	18,933,000
1935	15,505,000
1932	27,057,000
1931	25,941,000
1930	26,007,000

It is apparent, therefore, that factors other than the number of hogs processed influence the storage stocks of lard. In the first three periods, hog slaughter was near record low levels. In the last three periods, slaughter was heavy. In the first seven months of 1930, 1931 and 1932, exports were far in excess of those in the like periods of 1935, 1936 and 1938. In the latter years, a much greater volume of vegetable oils was used in the manufacture of shortenings.

Weakness in the outlet for pork meats is less easily explained except for the fact that the general public has had so much less pork to consume in recent years that other meats have been more important in their purchasing. This would appear to be at least a partial explanation of the current situation; plentiful supplies of all kinds of fresh meats have been available this year and have been in good demand at prices relatively higher than those commanded by most pork cuts.

EDITOR'S NOTE.—Several possibilities for helping lard were mentioned by Secretary Wallace in a statement to be found on page 14.

Hog Cut-Out Results

GOOD light hogs cut out somewhat better this week than during the previous week, although a slight profit was realized in both periods. Heavy hogs showed a small loss. Hogs of the latter class were in good demand during the period and showed a price gain over a week earlier of 40@50c while good light butchers were steady to 25c higher. The hog market showed marked improvement during the last half of the period, particularly heavy hogs and good smooth sows.

Trade demand for fresh pork was fairly good in the Chicago area but in large Eastern consuming centers protracted hot weather was an adverse influence on demand for fresh pork. There was a good movement during the week in fat cuts in a carlot way and the price trend was upward on dry salt bellies, fat backs and other dry salt meats. Hams were less active than in some recent periods and prices lower.

Hog receipts show a seasonal decline, being well under those of a week ago at eleven large markets. However, they were 21,000 head larger than at the same time a year ago and 47,000 larger than two years ago. Approach of the end of the run of old crop hogs and declining receipts, coupled with a favorable storage stocks position of most meat cuts and lard would seem to account readily for the upswing in hog prices during last half of the week.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams	14.00	14.1	\$ 1.97	13.70	14.1	\$ 1.93	13.50	13.8	\$ 1.86
Picnics	5.60	10.2	.57	5.40	10.0	.54	5.10	9.3	.47
Boston butts	4.00	13.1	.52	4.00	12.9	.52	4.00	12.7	.51
Loins (blade in).....	9.80	16.0	1.57	9.60	14.3	1.37	9.10	12.5	1.14
Bellies, S. P.....	11.00	9.9	1.09	9.70	9.6	.93	3.10	7.2	.22
Bellies, D. S.....		....	....	2.00	4.4	.09	9.90	4.2	.42
Fat backs	1.00	3.1	.03	3.00	3.3	.10	4.50	3.7	.17
Plates and jowls.....	2.50	3.4	.09	3.00	3.4	.10	3.30	3.4	.11
Raw leaf	2.10	4.7	.10	2.20	4.7	.10	2.10	4.7	.10
P. S. lard, rend, wt.....	12.40	5.1	.63	11.50	5.1	.59	10.20	5.1	.52
Spareribs	1.60	8.4	.13	1.60	8.3	.13	1.50	8.2	.12
Trimnings	3.00	5.7	.17	2.80	5.7	.16	2.70	5.7	.15
Feet, tails, neckbones.....	2.00	....	.04	2.00	....	.04	2.00	....	.04
Offal and misc.....		....	.24	....	....	.24	....	....	.24
TOTAL YIELD AND VALUE...	69.00		\$ 7.15	70.50		\$ 6.84	71.00		\$ 6.07
Cost of hogs per cwt.....		\$ 6.04			\$ 6.07			\$ 5.53	
Condemnation loss .....		.03			.03			.03	
Handling and overhead.....		.74			.63			.54	
TOTAL COST PER CWT ALIVE		\$ 6.81			\$ 6.73			\$ 6.10	
TOTAL VALUE		7.15			6.84			6.07	
Loss per cwt.....	03	
Loss per hog.....	08	
Profit per cwt.....		.34			.11			
Profit per hog.....		.68			.26			

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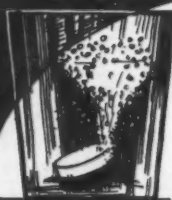
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Pork and Lard Markets

(Continued from page 27.)

D. S. cuts showed similar improvement. Carlot trade in D. S. meats was large for the four days. This was a reflection of strength in the hog market and the demand for good sows and heavy butchers which gained 40 to 50c per cwt. over a week earlier. Heavy picnics were in good demand and prices firm to strong at the close of the period.

Trading during most of the week was fairly slow in all but D. S. meats and reflected the reluctance of buyers to make commitments on a declining market. Considerable improvement in interest was evident with the upturn at midweek.

FRESH PORK

Fresh pork prices have not reflected the rise in the live hog market to any considerable extent, although lighter averages of loins and Boston and boneless butts have held fairly steady. Heavy loins were steady to strong. Demand for all cuts has been fairly good. Weather conditions in large Eastern consuming centers were not conducive to heavy buying of fresh pork and boneless butts eased off toward the close of the period. Light loins were quoted at 17c during most of the week with 16/22 at 11½c and 22 and up 10½c at the close.

BARRELLED PORK

At Chicago, the market for barrelled pork was unchanged at quoted prices,

with clear plate at \$12.50 for the 25/35 and \$1.00 less for the 35/45; bean pork, \$15.50 and brisket, \$17.00. Demand was fair at New York and the market was steady. Mess was quoted at \$17.75 and family at \$17.00 per barrel.

SAUSAGE MATERIALS

There were fair offerings of fresh pork trimmings with demand rather slow and prices unchanged during the week, but somewhat weaker than the previous week. Special lean trimmings were unchanged with extra lean finding their usual good outlet at steady to firm prices. Regular trimmings closed the period at 6c, special lean at 11½c and extra lean at 14c.

(See page 37 for later markets.)

AUSTRALIAN EXPORT KILL

Considerable declines were shown in Australian slaughter of livestock for export during the period from July 1, 1938 to May 31, 1939. These declines were apparent in all classes of livestock. Numbers processed were as follows:

	July 1-May 31, 1939	July 1-May 31, 1938
Sheep	1,827,713	2,674,912
Lambs	5,937,346	6,325,025
Cattle	845,710	882,073
Calves	738,178	786,447
Pigs	357,079	367,086

Bulk of the meat is exported to the United Kingdom.

LARD BARTER DEAL

Representatives of Eastern foreign trade interests were in Chicago this week, attempting to set up a modified barter plan for importation of "non-competing" German goods, in exchange for American lard which would be exported to Germany. Under the plan, American firms would agree to buy German goods and would pay for them with dollars. Germany would agree to use the dollars to buy American lard.

Items which Germany hopes to induce American business men to take in exchange for dollar credits toward the purchase of lard include barbed wire, fertilizer materials, palm kernel oil, shoe machines, news print, sausage casings, and mineral wax. Products included in the list are not subject to 25 per cent countervailing duties in addition to regular U. S. import duties on dutiable products.

URUGUAY'S MEAT EXPORTS

Exports of refrigerated meats from Uruguay during the first half of 1939 declined 17 per cent from the like period of 1938. Of the total 1939 export of 36,034 tons, 20,278 tons went to the United Kingdom. A year ago the United Kingdom took 25,550 tons. Balance of the 1939 export went to Continental Europe, Brazil, Africa, the Canal Zone, the West Indies and Japan.



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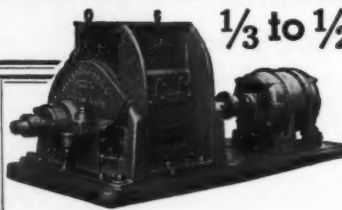
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Downward Trend in Tallow and Grease Prices Continues

Tallow depressed by easiness in lard and cottonseed oil—Extra declines $\frac{1}{8}$ c to new low—By-products show firmness on moderate demand.

TALLOW.—The tallow market continued weak at New York in fairly active trade and was depressed by early easiness in lard and cottonseed oil. A statement by Secretary Wallace that the Department of Agriculture was considering a plan to move part of the surplus edible fats into the soap trade was an unsettling factor.

Sales of tallow during the week were estimated at from 600,000 lbs. to as high as 1,200,000 lbs. Extra sold at $\frac{1}{8}$ c, delivered, a decline of $\frac{1}{8}$ c from the last previous sale and a new low for the downward movement. There were reports that some outside tallow was available at $\frac{1}{8}$ c under extra at New York.

Lard and cottonseed oil later rallied 40 to 50 points, but this failed to steady tallow. The trade was disposed to await developments in Washington.

At New York, special was quoted at $\frac{1}{8}$ c@ $\frac{1}{4}$ c; extra, $\frac{1}{8}$ c, delivered, and edible, $\frac{1}{8}$ c nominal.

Tallow futures market at New York was dull but easier. September was 4.25 @4.43; December, 4.38@4.37, and January, 4.40@4.50.

There was no London tallow auction this week. At Liverpool, Argentine good tallow, August-September shipment, was unchanged at 17s 6d, while Australian good mixed, August-September shipment, was unchanged at 16s 6d.

Tallow market was easy at Chicago this week with prices down $\frac{1}{8}$ to $\frac{1}{4}$ c; tone was stronger as the week closed on upturn in lard. There were scattered sales last weekend with packer prime selling at $\frac{1}{4}$ c and shade lower. Special sold at 4c, Chicago, prompt. Outside prime sold early this week at $\frac{1}{8}$ c, Chicago, prompt, and edible offered at $\frac{1}{8}$ c, f.o.b. shipping point. Demand was light but large consumers watching market. Sales of outside tallow continued at the market, August-September delivery; outside prime moved at $\frac{1}{8}$ c, Chicago. Sellers' ideas were firmer on Thursday. Couple tanks special sold at 4c, Chicago, and couple tanks fancy at $\frac{1}{8}$ c, Chicago, August. Chicago quotations, loose basis, on Thursday:

Edible tallow.....	$\frac{1}{8}$ c@ $\frac{1}{4}$ c
Fancy tallow.....	@ $\frac{1}{4}$ c
Prime packers.....	$\frac{1}{8}$ c@ $\frac{1}{4}$ c
Special tallow.....	@4
No. 1 tallow.....	$\frac{3}{4}$ c@4

STEARINE.—The market was moderately active and easier at New York and felt the influence of heaviness in

allied and other markets. At New York, moderate sales of oleo were reported at $\frac{1}{8}$ c, a decline of $\frac{1}{8}$ c from the previous week.

The Chicago market was quiet and easier. Prime was quoted at $\frac{1}{8}$ c.

OLEO OIL.—Demand was dull and the market easier at New York. Extra was quoted at $\frac{1}{8}$ c@ $\frac{1}{4}$ c; prime, $\frac{1}{8}$ c@ $\frac{1}{4}$ c, and lower grades, $\frac{1}{8}$ c@ $\frac{1}{4}$ c.

Demand was moderate at Chicago and the market was steady. Extra was quoted at 7c and prime at $\frac{1}{8}$ c.

LARD OIL.—The market was unsettled by quiet demand and the trend in raw material. Prices at New York dropped $\frac{1}{8}$ to $\frac{1}{4}$ c. No. 1 was quoted at $\frac{1}{8}$ c; No. 2, $\frac{1}{8}$ c; extra, $\frac{1}{8}$ c; extra No. 1, 8c; winter strained, $\frac{1}{8}$ c; prime burning, $\frac{1}{8}$ c, and prime inedible, $\frac{1}{8}$ c.

(See page 37 for later markets.)

NEATSFOOT OIL.—Demand was slow at New York and the market was unchanged to $\frac{1}{8}$ c lower. Extra was quoted at $\frac{1}{8}$ c; No. 1, 8c; pure, $\frac{1}{8}$ c; prime, $\frac{1}{8}$ c and cold test, $\frac{1}{8}$ c.

GREASES.—The grease market was unsettled and lower due to further weakness in tallow and some of the competing oils. Consumers were inclined to back away. While regular yellow and house grease was quoted at 4c, it was intimated that some business passed in outside house grease at $\frac{3}{4}$ c.

Offerings appeared fairly liberal, but were not being pressed. Producers were fairly well sold-up, but consumers were buying only as needed and were inclined to mark time pending developments.

New York choice white was quoted at $\frac{1}{8}$ c; yellow and house, 4c and brown, $\frac{3}{4}$ c@ $\frac{3}{4}$ c.

Grease prices were lower at Chicago this week on light trade and weakness in other fats and oils. White grease sold at $\frac{1}{8}$ c last weekend. White grease was offered sharply lower Monday at 4c, Chicago. Tank brown grease sold at $\frac{3}{4}$ c, Mideast point. White grease sold Tuesday at 4c, Chicago, and 19 to 21 color yellow sold at $\frac{3}{4}$ c, Mideast point. White grease moved at $\frac{1}{8}$ c, delivered East. Couple tanks of 15 acid yellow sold at $\frac{3}{4}$ c, Chicago, and tank of brown at $\frac{3}{4}$ c, Chicago. Market appeared a little stronger Thursday. Chicago quotations on Thursday were:

Choice white grease.....	4 @ $\frac{1}{8}$ c
A-white grease.....	@4
B-white	@ $\frac{3}{4}$ c
Yellow grease, 10-15 f.f.a.....	$\frac{3}{4}$ c@ $\frac{3}{4}$ c
Yellow grease, 15-20 f.f.a.....	@ $\frac{3}{4}$ c
Brown grease.....	$\frac{3}{4}$ c@ $\frac{3}{4}$ c

Watch the Classified Advertisements page for bargains in equipment.

BY-PRODUCTS MARKETS

Chicago, August 17, 1939.

By-products in fairly firm position with demand limited.

Blood.

Blood market firmed up a little and is in strong hands.

Unit.
Ammonia.

Unground \$ 2.35 @ 2.40

Digester Feed Tankage Materials.

Early sales 10-12% tankage reported at \$3.00; later, sellers' ideas reported ranging up to \$3.15.

Unground, 11 to 12% ammonia..... \$ 3.00 @ 3.15
Unground, 6 to 10%, choice quality.. 3.25 @ 3.40
Liquid stick..... 1.50 @ 1.75

Packinghouse Feeds.

Business continues good in this market, with prices remaining steady.

Carlots,
Per ton.

60% digester tankage..... \$ @45.00
50% meat and bone scraps..... @50.00
Blood-meal @52.50
Special steam bone-meal..... @35.00

Bone Meals (Fertilizer Grades).

Bone meal market very quiet; no sales reported.

Per ton.

Steam, ground, 3 & 50..... \$23.00 @24.00
Steam, ground, 2 & 26..... @23.00

Fertilizer Materials.

Prices unchanged from last week; quotations nominal.

Per ton.

High grd. tankage, ground
10@11% am. \$2.30 @ 2.40 & 10c
Bone tankage, ungrd., per ton.. @18.00
Hoof meal..... @ 2.50

Dry Rendered Tankage.

Two cars low test cracklings reported middle of week at \$.80, Chgo.; high test nominal at \$.75.

Hard pressed and expelled unground,
per unit protein..... \$.75 @ .80
Soft prod. pork, ac. grease and quality, ton..... @47.50
Soft prod. beef, ac. grease & quality,
ton @37.50

Gelatine and Glue Stocks.

Featureless market with quotations unchanged.

Per ton.

Calf trimmings..... \$ @18.00
Skins, pizzles..... @18.00
Cattle jaws, skulls and knuckles.... @25.00
Hide trimmings..... @12.00
Pig skin scraps and trim, per lb., l.c.l. $\frac{3}{4}$ c @ $\frac{3}{4}$ c

Horns, Bones and Hoofs.

Last week's quotations remain representative in this market.

Per ton.

Horns, according to grade..... \$35.00 @60.00
Cattle hoofs, house run..... @32.00
Junk bones..... 17.00 @18.00
(Note—foregoing prices are for mixed carloads of unassorted materials.)

Animal Hair.

Animal hair market continues quiet with prices largely nominal.

Winter coll dried, per ton..... \$22.50 @25.00
Summer coll dried, per ton..... 17.50 @20.00
Winter processed, black, lb..... 6 @ $\frac{1}{4}$ c
Winter processed, gray, lb..... 5 @ $\frac{1}{4}$ c
Summer processed, gray, lb..... 3 @ $\frac{3}{4}$ c
Cattle switches..... $\frac{1}{4}$ c @ $\frac{1}{4}$ c

Cotton Oil Futures Rally After Going to New Lows

Advance 40 points after sinking under heavy selling—Government aid still expected—Crude quiet at 4½¢@4¼¢—Soybean oil lower and coconut oil barely steady.

COTTONSEED oil futures were subjected to continued heavy liquidation at the beginning of the week in the New York market and went into new low ground for the season. The market later rallied some 40 points from inside figures as liquidation ran its course and there were new indications that the government is still attempting to work out a plan to lift part of the surplus oil and lard off the market.

This news brought short covering; considerable new buying materialized when lard rallied 50 points from the season's lows and war clouds again gathered on the European horizon.

The action of the market was puzzling to some in that Secretary Wallace found no reason for an export subsidy on lard. However, the Secretary pointed out that the increase in stocks of fats and oils within the past two years may be offset by a decrease in imports.

He also pointed out that cottonseed oil was cheaper than imported coconut or foreign cottonseed oil, and stated that the department was studying three possibilities:

Proposals to Aid Fats

- 1.—Domestic diversion of some of surplus fats and oils from edible channels to the soap trade.
- 2.—Purchase of lard for distribution to the needy.
- 3.—Increasing exports of lard and soybeans through underwriting sound credit transactions. Such a program would be undertaken by the Export-Import Bank.

The trade put a bullish interpretation on the prospect of the soap kettle being opened up as a new market for cottonseed oil. Some of those close to cottonseed oil marketing believe that soap manufacture could easily absorb 200,000,000 lbs. (400,000 bbls.) of cottonseed oil, which would take care of most of the surplus.

Should it be decided to have governmental agencies buy cottonseed oil and sell it to soapers, with the government taking the loss between purchase and sale price, it would prove a very constructive market factor and would remove part of the surplus, but would be costly to the taxpayer.

There was drastic Southern liquidation in the market during the past week. As this liquidation ran its course, new buying and covering brought a sharp

rally. Profit taking was encountered on the bulges and some hedge selling. Statistics were forgotten for the time being.

Crude markets were rather quiet. The Southeast and Valley at mid-week were 4¼¢ bid. Following sales at 4¼¢ in Texas, more business was reported at 4¼¢ and sellers were inclined to hold for better prices.

Shortening prices were lowered ½¢ in New York and the Metropolitan area to 8¼¢ and cash oil prices were reduced ½¢. These price reductions brought some improvement in consumer demand.

July consumption of cottonseed oil at 242,837 bbls. was below expectations and compared with 330,877 bbls. in the same month in 1938. The 1938-39 season's consumption totaled 3,062,146 bbls. compared with 4,266,233 bbls. last season.

Carryover of cottonseed oil into the new season amounted to 1,651,600 bbls. against 1,539,500 bbls. last year. Imports of cottonseed oil for the season totaled 146,164 bbls. compared with 161,296 bbls. the previous season.

The carryover of cottonseed oil plus the expected new crop output of 2,850,000 bbls. points to seasonal supplies of 4,500,000 bbls. for 1929-40 compared with 4,664,000 bbls. in the previous season and 5,830,000 bbls. in 1937-38.

COCONUT OIL.—Inactivity and a barely steady tone ruled this market at New York. Oil was quoted at 2¼¢. The Pacific coast market was 2¼¢.

CORN OIL.—Bids of 4¼¢ were refused at New York. Chicago sellers were holding tanks at 5¢.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., August 17, 1939.—This week cotton oil futures were fully recovered from the previous week's losses. Crude was steady at 4¼¢ lb. for mills, with almost no offerings. New seed in extreme Southern sections is moving slowly, except where they contain excess moisture and in some instances are being hauled back to farms. Frequent rains also are delaying operations. Bleachable yellow is steady to firm. Recent heavy liquidation of New York futures has strengthened technical position and encouraged belief that oil will do better.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, August 17, 1939.—Basis prime cottonseed oil 4¼¢@4¼¢, depending on location.

SOYBEAN OIL.—Further trading occurred this week at special Ohio points at 3½¢ for movement Eastward. October-December was quoted at 3¼¢. Decatur quoted spot oil at 4¢ bid and refused 3½¢ for shipment.

PALM OIL.—Demand was quiet and the market was steady at New York. Nigre in casks was quoted 2¼¢, New York, and Sumatra, 2¼¢ in bulk, c.i.f.

PALM KERNEL OIL.—The market was quiet and quoted at 3.30¢, New York, in bulk.

OLIVE OIL FOOTS.—Market was quiet and foots were quoted 6¼¢@6½¢, tanks, New York.

PEANUT OIL.—New York market was quiet and oil was quoted at 5¼¢@5½¢.

COTTONSEED OIL.—Valley and Southeast crude were quoted Wednesday at 4¼¢ bid; Texas, 5¼¢ nominal at common points, and Dallas, 4¼¢ nominal.

Futures market transactions for the week at New York were as follows:

FRIDAY, AUGUST 11, 1939.

	Sales.	Range— High. Low.	Closing— Bid. Asked.
Aug. ....	...	...	530 nom
Sept.	88	545 536	536 trad
Oct.	39	556 543	542 543
Nov. ....	...	...	542 nom
Dec.	92	570 557	557 trad
Jan.	67	571 563	563 trad
Feb. ....	...	...	563 nom
Mar.	74	586 571	571 573

SATURDAY, AUGUST 12, 1939.

No market.

MONDAY, AUGUST 14, 1939.

Aug. ....	...	...	515 nom
Sept.	114	525 509	520 trad
Oct.	38	528 520	527 529
Nov. ....	...	...	527 nom
Dec.	84	544 533	541 trad
Jan.	51	548 540	547 548
Feb. ....	...	...	547 nom
Mar.	56	559 550	558 trad

TUESDAY, AUGUST 15, 1939.

Aug. ....	...	...	520 bid
Sept.	31	538 525	530 533
Oct.	3	545 543	540 544
Nov. ....	...	...	540 nom
Dec.	80	563 547	556 trad
Jan.	17	563 555	563 565
Feb. ....	...	...	563 nom
Mar.	38	577 562	575 577

WEDNESDAY, AUGUST 16, 1939.

Sept.	52	550 533	542 545
Oct.	13	567 552	552 554
Nov. ....	...	...	552 nom
Dec.	60	570 557	566 trad
Jan.	74	576 560	569 70tr
Feb. ....	...	...	569 nom
Mar.	62	588 572	579 581
April ....	...	...	579 nom

THURSDAY, AUGUST 17, 1939.

September	540	540	540 bid
October	550	548	550 bid
December	568	561	565 nom
January	573	568	573 nom
March	584	577	581 bid

(See page 37 for later markets.)

MARGARINE EXPORTS

Exports of oleomargarine during June, 1939, totaled 295,014 lbs. with a valuation of \$20,472. No oleo stearine was exported during the month.

HULL OIL MARKETS

Hull, England, August 16, 1939.—Refined cotton oil, 19s. Egyptian crude was quoted at 16s 6d.

Hides and Skins

WEEKLY MARKET REVIEW

Packer market active at 1c decline for most descriptions, bulls ½c off; 145,000 hides involved—Light follow-up interest due to weakness futures market—Pacific Coast hides sell ½c off.

Chicago

PACKER HIDES.—There was a good movement of packer hides early mid-week, about 125,000 hides involved, establishing prices a cent below previous trading levels for most descriptions. Bulls moved in a good way at a half-cent decline. Other scattered sales brought the total for the week in this market to around 145,000 hides, practically all being July-Aug. take-off, but with a few Junes included in some lots. All packers participated in the trading. Further offerings are available this basis in some directions but the later action of the hide futures market has resulted in a lighter interest on the part of buyers.

The movement of hides on such a broad scale has placed packers in a fairly comfortable position. Scattered trading was reported by outside packers, and the larger independent packers are fairly well sold up.

A total of 12,300 July-Aug. native steers moved at 11c; Association sold 750 July-Aug. extreme light native steers at the opening of the week at 11½c.

Sales of butt branded steers totalled 4,500 at 11c; Colorados were popular, 18,700 moving at 10½c; 1,500 heavy Texas steers sold at 11c, and 9,500 light Texas steers at 10c; extreme light Texas steers are quotable at 10½c.

Heavy native cows moved in a fair way, 7,100 going at 11c for July-Aug. take-off. The Association sold 3,000 Aug. light native cows at the opening of the week at 11c, and packers later moved 10,600 July-Aug. at 11c; there were further sales of light cows quietly same basis. Association sold 2,000 Aug. branded cows early at 10½c, and packers later sold 41,600 July-Aug. also at 10½c.

Bulls sold in a good way, 9,500 mostly July-Aug. native bulls going at 7½c, and about 1,700 branded bulls at 6½c.

Hide futures, which usually follow the action of security markets, showed independent weakness early in the week on further liquidation in the Sept. contract. This was credited in part to the slowness with which hides are moving from Exchange warehouses. Withdrawals for the first fifteen days of Aug. were 27,165 hides. Certificated stocks total 1,414,709, with 79,954 pending certification. A total of 34 lots on which certificates expired July 31st are all pending re-certification. These hides

are for the most part 1934 and 1935 summer take-off, during the drought periods, and the difficulty in moving these into consuming channels has caused agitation to change the trading contract on the Exchange.

Preliminary estimate by the Tanners' Council placed July shoe production around 34,000,000 pairs, or a gain of 10.6 per cent over July 1933; around 38,000,000 is expected for Aug. Production for first seven months is estimated to be 12.4 per cent over same period last year.

OUTSIDE SMALL PACKER HIDES.—Outside small packer all-weight natives quiet and nominal around 10c, selected, Chgo. freight, for fairly light average stock of current take-off, brands ½c less. One lot of fairly light stock of Jan. take-off was reported at 9½c. While buying interest appears light, the market in general is fairly well sold up on the better class of offerings.

PACIFIC COAST.—One of the larger Coast packers sold about 10,000 July hides early mid-week at 9c, flat, for steers and cows, or ½c under last trading price on June take-off several weeks back. Another packer was credited with moving 10,000 July hides same basis.

FOREIGN WET SALTED HIDES.—The South American market is still inactive on standard steers and trading is awaited to establish values on the winter quality of hides offered. Sellers have been asking equal to 10½c basis for standard steers, with trader bids in the market around mid-week at about 9½c. With hide futures showing signs of steadying late this week, an up-turn of 10@15 points on futures might result in buyers and sellers getting together shortly.

COUNTRY HIDES.—The country market in general continues quiet. While prices were revised downward following the break in the packer market, the lack of follow-up inquiry in that market left buyers of country hides hesitant about taking on offerings. Quotations are mostly nominal, pending trading. Untrimmed all-weights quoted 8@8½c, selected, del'd Chgo., for around 47 lb. av., buyers' and sellers' ideas. Heavy steers and cows dull and nominal around 7c flat, trimmed. Trimmed buff weights quoted 8½@8¾c nom. Extremes are quoted generally 10½c, trimmed. Bulls around 5½c. Glues around 6½c nom., trimmed. All-weight branded hides 7¼@7½c flat nom.

CALFSKINS.—Packer calfskins have been quiet and market quoted nominally on basis of last sales, 19½c for northern heavies, 18½c for River point heavies, and 18c for lights under

9½ lb. Packers are well sold up to end of July, with a resultant lack of any pressure on offerings, and market generally viewed as steady.

Chicago city calfskins are quiet, with the 8/10 lb. quoted 14½@15c and 10/15 lb. around 17c in a nominal way; while no bids are reported, offerings appear to be limited. Outside cities, 8/15 lb., quoted around 15@15½c nom.; straight countries around 11½c flat. Chicago city light calf and deacons quoted \$1.05 bid and \$1.10 asked.

KIPSKINS.—Packers are well sold up on kipskins to end of July and, barring unforeseen developments, offerings are not expected on Aug. production until later in the month. Last trading was at 16c for northern natives and 15c for northern over-weights, southern a half-cent less, and 13½c for branded kips.

Chicago city kipskins quiet and some quote 14@14½c nom.; last trading was at the top figure. Outside cities around 14c nom.; straight countries quoted 11@11½c flat.

Packers are well sold to end of July on regular slunks, with 80c last paid.

HORSEHIDES.—Trade is light in horsehides but offerings moderate and scattered sales recently within quoted range of prices. Good city renderers, with manes and tails, quoted \$3.40@3.50, selected, f.o.b. nearby sections; ordinary trimmed renderers \$3.25@3.40, del'd Chgo.; mixed city and country lots \$2.90@3.10, Chgo.

SHEEPSKINS.—Dry pelts quoted 16@17c per lb., del'd Chgo. Production is light now on shearlings and packers have very few to offer at the moment. Last reported trading was at 85c for No. 1's, 55c for No. 2's and 35c for No. 3's; some packers have ideas of 5c higher on next offerings, in view of present limited production. Pickled skins quiet and buying interest not active; offerings are usually priced at \$5.00 per doz. in absence of bids but some available at \$4.75; others quote market \$4.50@4.75 nom. Packer spring lamb pelts quoted \$1.25@1.30 per cwt. live lamb for native stock from Missouri, Michigan and Penna. and similar sections, and \$1.35@1.40 per cwt. for western stock.

New York

PACKER HIDES.—One New York packer sold a car July native steers early mid-week at 11c; also a car July Colorados at 10½c, these prices being in line with the western market. Couple packers still hold their July production of steers.

CALFSKINS.—No trading reported by either collectors or packers this week but the general assumption is that quiet sales are being made from time to time by collectors at about steady prices. Collectors' 4-5's quoted \$1.10, 5-7's \$1.30, 7-9's \$1.70 and 9-12's \$2.50@2.55, some quoting around 5c higher. Packer 4-5's are nominal around \$1.25, 5-7's \$1.60, 7-9's \$2.00@2.05, and 9-12's last sold at \$2.75.

NEW YORK HIDE FUTURES

Monday, Aug. 14.—Close: Sept. 10.59 @10.60; Dec. 10.94@10.95; Mar. 11.25; June 11.54 n; 161 lots; 5@6 higher.

Tuesday, Aug. 15.—Close: Sept. 10.21; Dec. 10.52@10.55; Mar. 10.85; June 11.13; 237 lots; 38@42 lower.

Wednesday, Aug. 16.—Close: Sept. 10.01@10.04; Dec. 10.33@10.34; Mar. 10.67@10.68; June 10.97 n; 444 lots; 16@20 lower.

Thursday, Aug. 17.—Close: Sept. 10.07 b; Dec. 10.39@10.41; Mar. 10.73 n; June 11.02 n; 121 lots; 5@6 higher.

Friday, August 18.—New: Sept. 9.87@9.89; Dec. 10.19@10.22; Mar. 10.56; June 10.84 n; 313 lots. Closing 17@20 lower.

CHICAGO HIDE FUTURES

Monday, Aug. 14.—Close: Sept. 10.95 n; Dec. 10.94; 1 lot; unchanged to 24 higher.

Tuesday, Aug. 15.—Close: Sept. 10.95 n; Dec. 10.98; 1 lot; unchanged to 4 higher.

Wednesday, Aug. 16.—Close: Sept. 10.00; Dec. 10.31; Mar. 10.95; 3 lots; 67@95 lower.

Thursday, Aug. 17.—Close: Dec. 10.30 n; Mar. 10.95 n; no sales; unchanged to 1 lower.

Friday, August 18.—Close: Dec. 10.30 n; March, 10.95 n; no sales; closing unchanged.

BRITISH PROVISION IMPORTS

Liverpool Provision Trade Association reports July imports as follows:

Bacon (including shoulders) cwt.....	25,846
Hams, cwt.	62,934
Lard, tons	1,036

Approximate weekly consumption from Liverpool stocks is given below:

	Bacon, cwt.	Hams, cwt.	Lard, tons.
July, 1939	5,661	11,933	161
June, 1939	6,169	9,572	165
July, 1938	4,428	7,201	105

LIVERPOOL PROVISION PRICES

Liverpool prices for the week ended August 4.

	Aug. 4, 1939.	July 29, 1939.	Aug. 5, 1938.
	per cwt.	per cwt.	per cwt.
American green bellies.....	\$11.42	\$11.74	\$14.83
Danish Wiltshire sides... ..	20.48	20.48	22.63
Canadian green sides... ..	18.28	15.64	21.64
American short cut green hams	18.61	19.05	21.97
American refined lard... ..	7.04	6.96	10.57

MEAT AND LARD EXPORTS

Exports of pork, lard and bacon through port of New York during week ended August 17, were 2,678,255 lbs. lard, no pork and 74,000 lbs. bacon.

Week's Closing Markets

FRIDAY'S CLOSING

Provisions

Hog products were steady the latter part of the week, lard having rallied 60 points from lows, with considerable buying by warehouse interests, hedge lifting against better business in loose lard and covering by shorts. Hogs were firmer and hedge selling on lard much smaller.

Cottonseed Oil

Cotton oil rallied about 40 points from lows with lighter offerings by trade and short covering with lard, and unfavorable rains in Eastern Cotton Belt. Profit taking and some hedge selling satisfied demands. Southeast and Valley crude, 4½c bid; Texas, 4¼ @ 4½c lb.; Dallas, 4½c lb. Dallas seed, \$15.00 a ton.

Quotations on bleachable cottonseed oil at close of market on Friday were: Sept. 5.43; Oct. 5.55; Dec. 5.66@5.67; Jan. (1940) 5.73@5.76; March, 5.85; 121 lots; closing steady.

Tallow

New York extra tallow, 4½c lb.

Stearine

Stearine was quoted at 5½@5½c lb.

Friday's Lard Markets

New York, August 18, 1939.—Prices are for export. Lard, prime western, 5.90@6.00c; middle western, 5.90@6.00c; city, 5½@5½c; refined continent, 6¼@6½c; South American, 6½@6½c; Brazil kegs, 6½@6½c; shortening 8¼c carlots.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Aug. 12, 1939, were 5,014,000 lbs.; previous week 4,889,000 lbs.; same week last year, 4,877,000 lbs.; from Jan. 1 to date 152,127,000 lbs.; a year ago, 144,340,000 lbs.

Shipments of hides from Chicago for week ended Aug. 12, 1939, were 4,914,000 lbs.; previous week 5,446,000 lbs.; same week last year 4,080,000 lbs.; from Jan. 1 to date 144,688,000 lbs.; a year ago, 136,313,000 lbs.

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for week ended August 12, 1939, were:

	Week Aug. 12.	Previous Week.	Same Time '38.
Cured Meats, lbs. 17,907,000	18,417,000	14,937,000	
Fresh Meats, lbs. 45,669,000	46,083,000	42,644,000	
Lard, lbs.	3,710,000	3,957,000	1,990,000

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Aug. 18, 1939, with comparisons:

PACKER HIDES.

	Week ended Aug. 18.	Prev. week.	Cor. week, 1938.
Hvy. nat. str.	@11	@12	@12
Hvy. Tex. str.	@11	@12	@11½
Hvy. butt brnd'd str.	@11	@12	@11½
Hvy. Col. str.	@10½	@11½	@11
Ex-light Tex. str.	@10½	@11½	@11
Brnd'd cows	@10½	@11½	@11
Hvy. nat. cows	@11	@11½	@11½
Lt. nat. cows	@11	@12	@11½
Nat. bulls	@ 7½	@ 8	@ 8½
Brnd'd bulls	@ 6½	@ 7	@ 7½
Calfskins ....18	@19½	@19½	@17½
Kips, nat.	@16	@16	@15½
Kips, ov-wt.	@15	@15	@14½
Kips, brnd'd	@13½	@13½	@12½
Slunks, reg.	@80	@80	@70
Slunks, hrls. ....40	@45	@45	@35

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts. ....10	@10½	@11	@10½
Branded	@9½	@9½	@9½
Nat. bulls	@ 6½	@ 7	@ 7½
Brnd'd bulls	@ 6	@ 6½	@ 7
Calfskins ....14½	@17½	@17½	@15½
Kips ....14	@14½	@14½	@13
Slunks, reg.	@75n	@75n	@65n
Slunks, hrls.	@35n	@35n	@25

COUNTRY HIDES.

Hvy. steers	@ 7n	@ 7	@ 7½
Hvy. cows	@ 7n	@ 7	@ 7½
Bulls	@ 8½	@ 8½	@ 8½
Extremes	@10½	@11½	@9½
Bulls	@ 5½	@ 5½	@ 6
Calfskins	@11½	@11½	@10½
Kipskins ....11	@11½	@11½	@9½
Horsehides	2.90@3.50	2.90@3.50	2.30@3.10

SHEEPSKINS.

Pkr. shearlgs.	@85	@85	@85
Dry pelts. ....16	@17	@17	@13½

BRITISH PROVISION MARKETS

Liverpool, August 17, 1939.—General provision market is quiet and slow; demand for hams and lard poor.

Friday prices were: Hams, American cut, 81s, Canadian hams (A.C.), 92s; bellies, English, 52s, Wiltshires, 73s; Cumberlands, 69s; Canadian Wiltshires, 85s; lard, 33s.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to August 17, 1939: To the United Kingdom, 46,749 quarters; to the Continent, 9,444. A week ago to the United Kingdom, 86,078 quarters; to the Continent, 8,581.

CANADIAN STORAGE STOCKS

Stocks of meat in Canada:

	Aug. 1, 1939.	Aug. 1, 1938.	5-yr. Aug. 1 av.
Beef	10,802,583	9,614,035	10,092,653
Veal	3,755,470	3,219,922	3,185,772
Pork	30,612,833	26,990,801	30,058,713
Mutton & lamb..	805,165	650,127	739,898

Pine Stock Markets

WEEKLY REVIEW

More Cattle on Feed For Fall Marketing

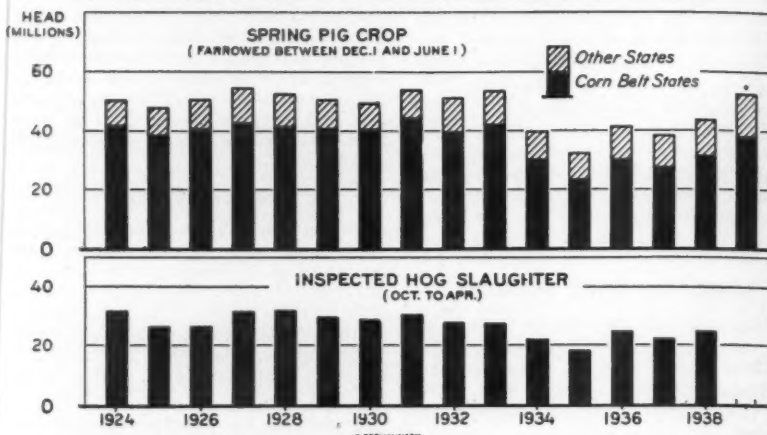
APPROXIMATELY 16 per cent more cattle were on feed in the Corn Belt on August 1 than on the same date a year ago, the U. S. Department of Agriculture states. Increase was general throughout the area, every state except Minnesota showing greater numbers. The relative increase in numbers on feed this year compared with last has grown larger as the year progressed. Reports from feeders in April showed that a larger than usual proportion of the cattle on feed at that time would be marketed after August 1. August reports indicate that these marketing intentions have been generally followed.

Estimated percentage increase in numbers on feed August 1 over a year earlier was the largest this year for all years of record beginning in 1928. This doubtless reflects the large stocks of corn in the Corn Belt on July 1, and the high price of cattle relative to corn prices that has prevailed since last fall.

Periods on Feed

Feeders were asked this year to report the number of months that cattle had been on feed on August 1. For the Corn Belt, as a whole, these reports showed that about 33 per cent had been on feed less than four months; about 37 per cent had been on feed from four to seven months; about 30 per cent had been on feed over seven months. Considerable differences were noted in these percentages between the Eastern Corn Belt and Western Corn Belt. In the Eastern Corn Belt, only 26 per cent had been on feed less than four months, 33 per cent from four to seven months and 40 per cent over seven months. In the Western Corn Belt these percentages were 37, 42 and 21, respectively.

SPRING PIG CROP, AND FEDERALLY INSPECTED HOG SLAUGHTER DURING FOLLOWING OCT.-APR., UNITED STATES, 1924 TO DATE



In addition to showing relative size of spring pig crops and inspected hog slaughter in the six months beginning October 1, upper part of chart, issued by the U. S. Department of Agriculture, shows size of the pig crop in Corn Belt in solid black and portion produced in other states with diagonal lines. The pig crop produced outside the Corn Belt in 1938-39 was large in relation to the Corn Belt crop, and was also larger than any other year shown. Changing production programs, including increase in hogs in the South coincident with cotton acreage reduction, are primarily responsible. Slaughter in the fall and winter of 1939-40 should be larger outside the Corn Belt (in relation to total slaughter) than in many years.

LIVESTOCK COOPERATIVES

A heavy turnover in patronage, running as high as 30 per cent annually in some instances, is described as characteristic of cooperative livestock organizations in the United States, according to a recent study by the Farm Credit Administration. This high rate of membership change is not regarded as a serious obstacle to cooperative development, however, since many of those who drop out are shippers whose proportionate income from livestock is comparatively small.

Growing importance of the livestock auction as a marketing agency is said

to present a serious problem for the cooperatives, which have played only a minor role in its development. The auction method, together with livestock trucking, local markets, concentration points and packer buying stations, has tended to break down association contacts with producers and destroy the effects of membership work.

Participation of the farm cooperative in the rapidly growing locker plant field is listed as an important new development. A small percentage of the plants in operation are conducted on a cooperative basis by livestock producers or by cooperatives of other types.



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JULY LIVESTOCK PRICES COMPARED

July livestock prices at Chicago, as reported by U. S. Dept. of Agriculture:

SLAUGHTER CATTLE AND VEALERS.				HOGS.			
	July, 1939.	June, 1939.	July, 1938.	Barrows and Gilts—			
Steer—				Good and choice,			
Choice, 750-900 lbs.	\$10.00	\$10.16	\$10.77	120-140 lbs.	6.32	....	....
900-1100 lbs.	10.06	10.44	11.19	140-160 lbs.	6.70	6.35	6.38
1100-1300 lbs.	10.06	10.39	11.28	160-180 lbs.	6.92	6.63	6.77
1300-1500 lbs.	10.00	10.25	11.42	180-200 lbs.	7.06	6.79	6.86
Good, 750-900 lbs.	9.32	9.43	9.85	200-220 lbs.	7.10	6.82	6.86
900-1100 lbs.	9.29	9.35	9.98	220-240 lbs.	7.08	6.80	6.71
1100-1300 lbs.	9.26	9.30	10.17	240-270 lbs.	6.79	6.54	6.22
1300-1500 lbs.	9.22	9.22	10.27	270-300 lbs.	6.28	....	....
Medium, 750-1100 lbs.	8.42	8.53	8.96	300-330 lbs.	5.77	6.16	6.71
1100-1300 lbs.	8.38	8.45	8.85	330-360 lbs.	5.42	....	....
Common, 750-1100 lbs.	7.20	7.52	7.34	Medium,			
				160-220 lbs.	6.36	6.45	9.40
Steers, heifers and mixed—				Sows—			
Choice, 500-750 lbs.	9.76	9.84	10.50	Good and Choice,			
Good, 500-750 lbs.	9.09	9.07	9.24	270-300 lbs.	5.61	....	....
Heifers—				300-330 lbs.	5.40	....	....
Choice, 750-900 lbs.	9.64	9.56	10.60	330-360 lbs.	5.13	....	....
Good, 750-900 lbs.	9.08	8.97	9.50	Good,			
Medium, 500-900 lbs.	8.29	8.27	8.06	360-400 lbs.	4.87	5.44	7.34
Common, 500-900 lbs.	7.12	7.42	6.52	400-450 lbs.	4.00	....	....
				450-500 lbs.	4.36	5.02	6.83
Cows—All weights—				Medium,			
Good	7.04	7.15	7.26	250-500 lbs.	4.73	4.89	6.71
Medium	6.52	6.66	6.53	Pigs (slaughter)—			
Cutter and Common	5.56	....	....	Medium and Good,			
Canner	4.49	....	....	90-120 lbs.	5.75	....	....
Bulls (yearlings excluded)—				LAMBS AND SHEEP.			
All weights—				Spring Lambs—			
Beef—Good	7.14	7.26	6.92	Choice ¹	....	9.32	....
Sausage—Good	7.17	....	....	Good & Choice ²	9.56	9.94	8.39
Sausage—Medium	6.66	....	....	Medium & Good ³	8.59	9.14	8.01
Sausage—Cutter & Common	6.16	....	....	Common	7.54	8.26	6.86
Vealers—All weights—				Lambs (Shorn)—			
Good and Choice	9.73	9.03	9.08	Choice ¹	....	....	....
Common and Medium	8.29	....	....	Good and Choice ²	....	8.14	....
Cull	6.94	....	....	Medium and Good ³	....	7.30	....
Calves—400 lbs. down—				Yearling wethers—			
Good and Choice	8.20	7.90	7.25	Good and Choice	7.45	....	6.90
Common and Medium	6.95	6.08	5.62	Medium	6.39	....	5.71
Cull	5.94	....	....	Ewes—			
				Good and Choice	3.18	2.96	3.33
				Common and Medium	2.27	2.14	2.54

¹Closely sorted. ²Lots averaging within top half of Good grade. ³Lots averaging within top half of Medium grade.

New York News Notes

(Continued from page 19.)

ing his vacation at his home in West Virginia, while Frank S. Peters, pork and selected meat sales department, is vacationing in the Poconos.

C. R. Wood of the beef department of Wilson & Co. and A. Wilson of the casing department in Chicago were visitors in New York City this week.

Joseph A. Scala, vacuum-cooked department, Jacob E. Decker Co., is vacationing in the mountains.

R. R. Fahringer, fresh pork and meat specialties sales department, Wilson & Co., is enjoying his home on Long Island during his vacation.

Merion Packing Co. has been incorporated with initial capital of \$20,000 to deal in meat products in the Bronx, N. Y. Healy & Fufeld are listed as the incorporators.

Countrywide News Notes

Fred W. Sutherland, executive vice president and secretary of the Sutherland Paper Co., Kalamazoo, Mich., died in that city on August 10 at the age of 51. Mr. Sutherland and his brother, Louis W. Sutherland, president of the company, founded the organization in 1917.

G. L. Childress, general manager of

the Houston Packing Co., Houston, Tex., participated in the dedicatory ceremonies at the opening of the new livestock exchange building at the Port City Stock Yards at Houston. In addition to meat packers, there are seven by-product plants at the yards, including the Texas Soap Mfg. Co., the Animal Foods Co., four fertilizer and chemical plants and a neatfoot oil rendering plant.

In response to a growing demand for peanut-fed hams, the Ivor Meat Packing Co. is constructing at \$15,000 brick building at Ivor, Va., which will have a smoking capacity of 1,000,000 lbs. of meat at one time. Building will measure 60 by 80 ft. T. M. Pulley is secretary-treasurer of the company.

Complete destruction of the Dill Bros. Meat Packing Co. plant, Oakland City, Ind., resulted from a fire on August 7. The loss was partly covered by insurance.

Appointment of a receiver or co-receivers for the Shreveport Packing Co., Shreveport, La., was requested in a recent suit filed in the district court, which stated that the physical assets of the company exceeded \$150,000. S. W. Dickson is president of the packing company.

Six buildings of the J. Harry Schurr abattoir, Douglassville, Pa., were leveled by a \$15,000 fire on August 9. The fire originated in a small building used for dressing poultry.

Joseph R. Johnson, John Morrell &

Co., Ottumwa, Ia., has just completed 50 years of service in the meat packing industry and is in line for the gold button awarded by the Institute of American Meat Packers. Mr. Johnson has been with the Morrell company during the entire period, entering its service on July 15, 1889. His work at present is in the refrigerator car shop.

Delico Meat Products Co., Kansas City, Mo., is making extensive plant improvements which will be completed about January 1. General manager Carl Neuer stated that no expense is being spared in the modernization program which will give his company one of the most up-to-date sausage and meat specialty plants in the central West.

Construction is to begin soon on the first unit of the Bertie Packing Co. at Windsor, N. C., according to city officials. The new company, capitalized at \$60,000, will operate under federal inspection. Windsor unit is the first to be announced in the present drive for packing plants being conducted by the state's department of conservation and development.

William W. Dillard, branch manager of 168 Kroger Grocery & Baking Co. stores in Tennessee, Arkansas, Mississippi and southeastern Missouri, passed away at Memphis on August 9 following a cerebral hemorrhage. Mr. Dillard, widely known in meat and food circles, was 49 years old.

MEAT IN POLAND

Per capita consumption of meat in Poland in 1938 was only 49.2 lbs., of which 31.2 lbs. was pork. Meat exported during 1938 was valued at \$34,885,000 and constituted 17.4 per cent of the total value of Polish exports. Inspected hog slaughter during 1938 totaled 5,880,000 head. This was slightly higher than the 1937 kill and compares with a 1923-1932 average of 4,220,000 head. Meat exports from Poland include canned hams, picnics, pork fillets, bacon, fresh pork, various meat specialties and cured meats as well as live hogs to other European countries.

C.I.O. THREATENS STRIKE

On the invitation of Secretary of Labor Frances Perkins, vice president H. S. Eldred and other executives of Armour and Company, will discuss the C. I. O. threat of a nation-wide strike in Armour plants with the Secretary at Washington this weekend. The Secretary received a delegation from the Packinghouse Workers Organizing Committee who asked her aid in persuading Armour officials to enter into negotiations.

Van A. Bittner, chairman of the C. I. O. union said that a strike might be called before Labor Day. The union maintains that national bargaining is the only issue in the controversy.

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For sale, York forced feed lubrication; direct drive; 50 HP synchronous motor complete with condensers, receiver, etc. This machine is now running and is in excellent condition. Original cost \$6000. Price \$1350. Detailed information on request. Berks Packing Co., Inc., Reading, Penna.

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For sale, one practically new Acme cellophane tying machine with cutting knife for CW staple; and one Acme stockinette binder for No. 48 staple. Both machines have had little use. Standard equipment for processing butts. Priced low for quick sale. Write Box 319, Trenton, N. J.

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- 1 27-in. Buffalo silent cutter, complete with 5-h.p. motor. Perfect condition.\$300

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Wanted to rent or buy, small or medium sized sausage factory with capacity for 50,000 lbs. weekly, in or around Chicago radius. W-669, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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Wanted, experienced man to operate hog casing machine. Write Joseph S. Bozman, 209 Security Building, Davenport, Iowa.

Industrial Engineer

Wanted, industrial engineer with extensive packinghouse experience. Write full particulars to: W-659, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Sausagemaker

Steady position wanted by experienced, reliable sausagemaker, capable of acting as working foreman. Can show satisfactory profit with low production cost. Steady, sober, conscientious worker. Excellent references. W-668, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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Practical operator wishes position with reliable and progressive packer. Long experience and competent in all departments, hogs and cattle. Figures tests and costs and is familiar with all cures, smoking, lard, sausage, etc. Successful with labor. W-670, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Expert

Working foreman, chopper, stuffer, smoker wishes position. Can produce full line and handle help. Married. Reliable. W-672, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

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Position wanted by sausage foreman who can take full responsibility. Knows how to use large quantity of back fat. Expert in curing bacon and hams. W-652, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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Pork superintendent with 20 years' experience wants new connection. Expert on pork killing and cutting values, yields and labor costs. Also familiar with up-to-date pork curing and with beef and small stock operations. W-658, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.



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your losses would be terrific. It takes years to build up and make available what these firms offer—years in the crucible of actual use, prompt delivery, continuous improvement, and the satisfying of hundreds of customers. Their advertisements offer opportunities to you which you should not overlook.



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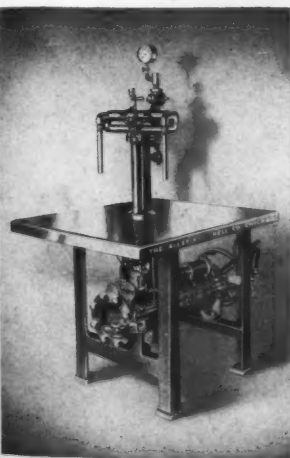
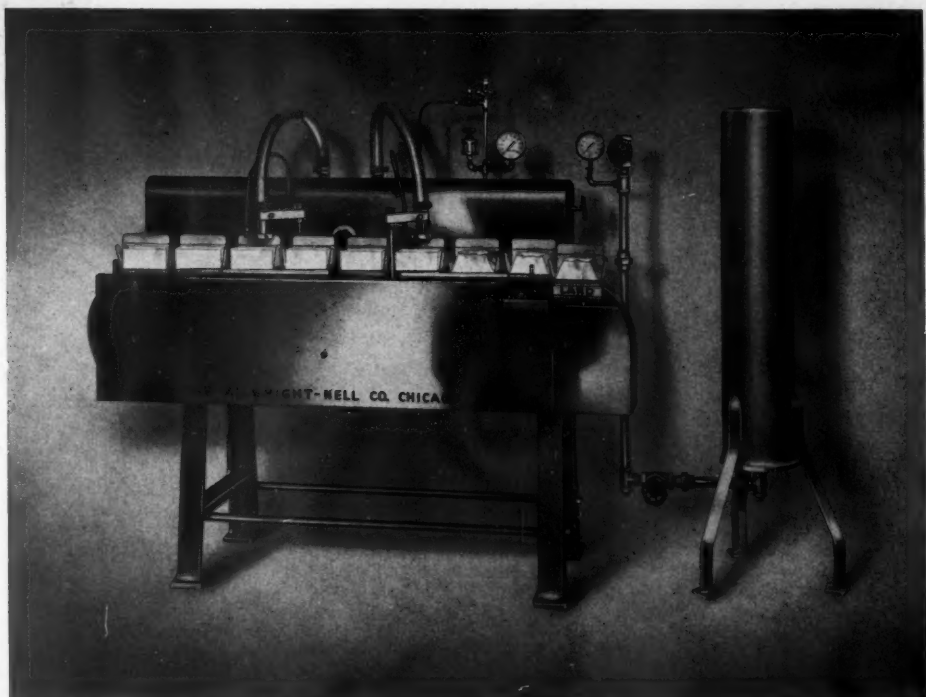


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